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THE MARYLAND PHARMACIST

PRACTICAL • PROGRESSIVE • PROFESSIONAL

Volume XXXV OCTOBER 1959 Number 1

PROCEEDINGS NUMBER 1959

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MARYLAND PHARMACEUTICAL ASSOCIATION
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650 W. Lombard St. — JOSEPH COHEN, Editor — Baltimore 1, Md.

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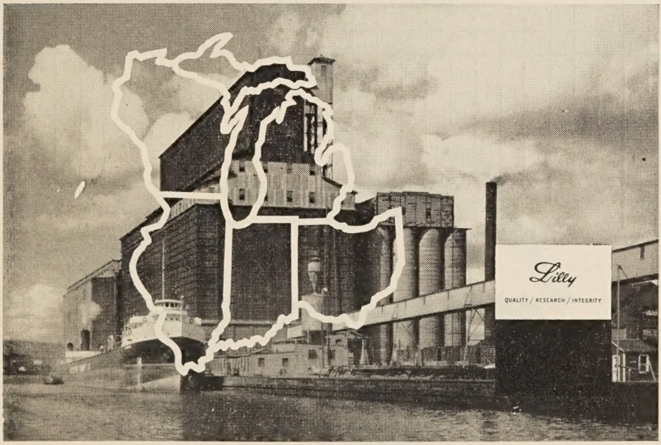

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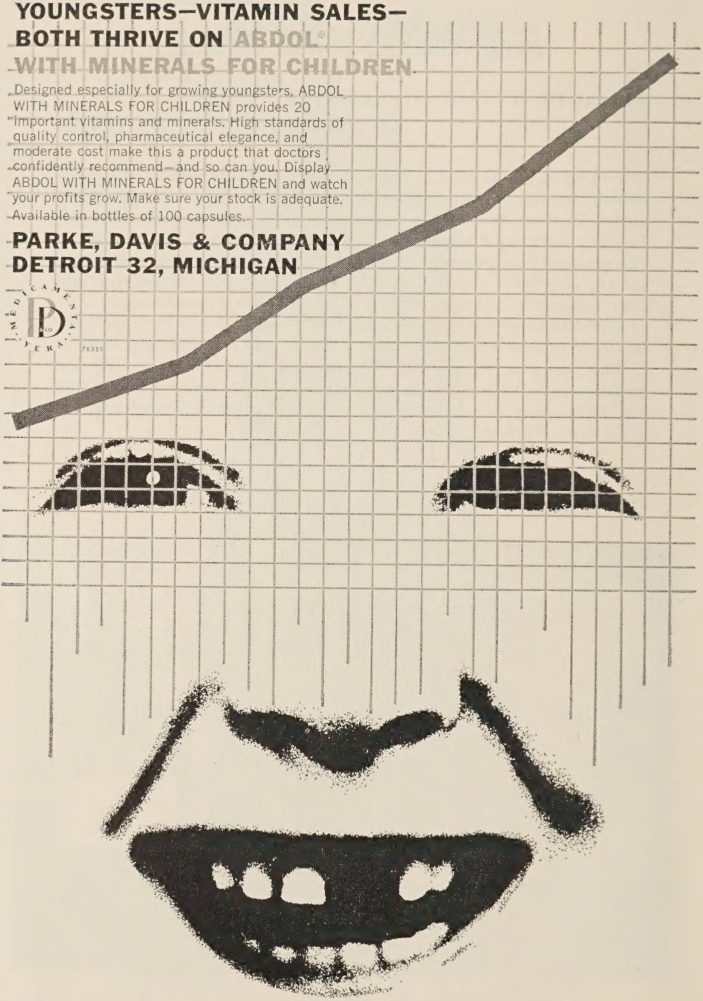

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The Maryland Pharmacist

PUBLISHED MONTHLY BY THE
MARYLAND PHARMACEUTICAL ASSOCIATION
JOSEPH COHEN, Editor
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Volume XXXV OCTOBER, 1959 Number 1

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1959 - 1960

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MARYLAND PHARMACEUTICAL ASSOCIATION
1959-60

FOREWORD

The Proceedings Number of the Maryland Pharmacist, official publication of the Maryland Pharmaceutical Association, is actually an annual report of the activities of the Association. It is a compilation of facts and data reflecting the deliberations and labors of the officers and committees of the Maryland Pharmaceutical Association, its auxiliaries and affiliate organizations. It represents thousands of man-hours devoted by these conscientious workers on behalf of Pharmacy, in our State and elsewhere. It should be borne in mind time and effort were contributed unselfishly by these people without monetary compensation. The period covered is from Convention-time 1958 to Convention-time 1959.

In this Journal, you will find the complete agenda of the 1959 Convention. Each and every committee report was rendered by either the chairman, or a member of the Committee and shows the work accomplished by these Committees for the rank-and-file pharmacists of Maryland.

These Proceedings cover the 77th Convention of the Maryland Pharmaceutical Association held at Galen Hall, Wernersville, Pennsylvania, June 29, 30 and July 1, 2, 1959. The programs of the Ladies' and Travelers' Auxiliaries are also recorded. This was the third time the Maryland Pharmaceutical Association held its Convention at Galen Hall. In spite of the unusual warm weather, the Convention was an outstanding success in every respect.

Both the Secretary's and Treasurer's report will give you a working and financial picture of the operation of the Association.

A report of the Maryland Board of Pharmacy is recorded giving data as to the activities of the Board.

The section on resolutions is important and merits the attention of all pharmacists.

You will find in this issue a complete list of every pharmacist and assistant pharmacist registered in the State of Maryland; a list of active, affiliate and associate dues paid members of the Association; and a list of the Travelers' Auxiliary as well as the firms they represent. These lists are invaluable as a handy reference.

Because of both information and reference value, sections pertaining to the handling of Veterans Prescriptions and the filling of oral narcotic prescriptions, under the amended Harrison Narcotic Act, have been included again this year. Please note the schedule of prices for Veterans Prescriptions.

Other sections give complete information on the organization of the Association and its aims. Your Editor sincerely hopes you will derive some benefit from this Proceedings Issue and that you will keep it in your pharmaceutical library for further reference.

JOSEPH COHEN
Editor

. . . *Proceedings* . . .

of the

Seventy-Seventh Annual Meeting

of the

Maryland Pharmaceutical Association

Held at

GALEN HALL

Wernersville, Pennsylvania

JUNE 29, 30 and JULY 1, 2, 1959

FIRST SESSION

Monday, June 29

The First Session of the Seventy-seventh Annual Convention was called to order at 2:30 P.M. by President Frank Block in the Hunt Room of Galen Hall, Wernersville, Pennsylvania.

President Block in opening the Convention welcomed all those present to the 77th Annual Convention of the association. He expressed the hope that all would enjoy their stay at Galen Hall. He also expressed his hopes that the business meetings of the Convention would be fruitful and that we would come to beneficial conclusions. President Block felt that an unusual program had been planned for the Convention an that something of a positive nature would be derived from the meetings that could very well set a pattern for action on a national level.

Mr. Daniel Burack, Managing Director, welcomed the Convention to Galen Hall. He expressed his regrets that air-conditioning facilities had not been completed as promised because of other repairs to Galen Hall that were more essential. Mr. Burack promised to make up for this deficiency in other ways.

Mr. Alexander J. Ogrinz, Jr., Chairman of the Baltimore Metropolitan Pharmaceutical Association Executive Committee and immediate Past President of this Association brought greetings on behalf of President Drukman and expressed his best wishes for a successful Convention.

Mr. Harold Goldfeder brought greetings from the Prince Georges - Montgomery County Pharmaceutical Association.

Mr. Joseph L. Muth, President of the Travelers' Auxiliary of the Maryland Pharmaceutical Association expressed his wishes for a most successful Convention on behalf of the Travelers.

Mr. Harry C. Zeisig, Secretary of the Delaware Pharmaceutical Society and the Delaware Board of Pharmacy was introduced. He expressed his appreciation for being invited to the Convention and stated that Mrs. Zeisig and he were looking forward to a pleasant stay. Miss B. Olive Cole was also introduced as were Mr. Lloyd N. Richardson, Mr. Robert E. Abrams and Dr. Samuel W. Goldstein. It was noted that Dr. Robert L. Swain was absent from the Convention; the first time since 1920. Although his absence was due to illness, it was reported that he was making fine progress in his recovery. The Convention went on record by way of adopting a resolution expressing the concern and best wishes regarding the health of Dr. Swain.

A motion was made to recognize the loyal services of Mr. Simon Solomon through a duly submitted resolution.

Telegrams of greetings were read by Secretary Cohen from Robert P. Fischelis, Secretary of the American Pharmaceutical Association and John W. Dargavel, Secretary of the National Association of Retail Druggists.

The President then called for Committee Reports.

The reports were as follows:

REPORT OF THE SOCIAL COMMITTEE

Gordon A. Mouat, Chairman

The Social Committee essentially is appointed to serve as the Convention Committee. It is charged with the duty of planning the Convention. This includes recommending sites for the Convention, soliciting contributions, and planning entertainment. In addition, there was the important work of encouraging participation in the Convention on the part of the membership of the Association, members of T.A.M.P.A. and L.A.M.P.A.; as well as those associated with pharmacy as Suppliers.

Most Committee Reports encompass work that has been done by the Committee. The work of the Social Committee deals primarily with preparing the Convention. The actual results of the Convention is really the Committee Report. I hope you will like what has been prepared for you.

As Chairman, I want to thank the members of my committee, T.A.M.P.A., L.A.M.P.A. and the Secretary's office, who gave generously of their time and effort to provide what I hope will be both a successful and enjoyable Convention.

REPORT OF THE TREASURER

John F. Wannenwetsch

Mr. President, Ladies and Gentlemen:

The Association engaged the services of Robert W. Black, Certified Public Accountant, to make an audit of the accounts of the Association. The audit, which speaks for itself, is as follows:

June Fifteenth
Nineteen Hundred Fifty Nine

Maryland Pharmaceutical Association
650 West Lombard Street
Baltimore 1, Maryland

Gentlemen:

We have made an examination of the books and records of the Maryland Pharmaceutical Association for the fiscal year ended May 31, 1959, and submit, herewith, the following Exhibits.

EXHIBIT A—Statement of Cash Receipts and Disbursements—General Fund

EXHIBIT B—Statement of Cash Receipts and Disbursements—The Maryland Pharmacist

EXHIBIT C—Statement of Cash Receipts and Disbursements—Veteran's Administration

EXHIBIT D—Statement of Savings Accounts

The above exhibits cover the fiscal year from June 1, 1958 to May 31, 1959.

The asssets of the Association consist of the following as of May 31, 1959:

CASH - $42,100.45

General Association Account	20,001.31
The Maryland Pharmacist	1,649.93
Veteran's Administration	1,462,01
Savings Account General Fund Union Trust Company	9,221.45
Savings Account Scholarship Fund Savings Bank of Baltimore	495.91
Savings Account Kelly Memorial Building Fund — Savings Bank of Baltimore	9,269.84
	42,100.45

These balances were confirmed by correspondence with the depositories.

U. S. TREASURY SERIES J BONDS - $7,391.00

The Association also owns Series J Government Bonds purchased in 1955 at a cost of $6,840.00. These bonds will have a maturity value of $9,500.00 in 1967. As of February 1959 these bonds had a value of $7,391.00. We examined these bonds at your safe deposit box during the course of our examination.

FURNITURE AND FIXTURES - $9,208.94

During the past seven years, the Association has purchased furniture, fixtures and equipment in the amount of $9,208.94. These purchases have been paid for through the General and Kelly Memorial Funds.

SUMMARY OF ASSETS
as of MAY 31, 1959

Cash	42,100.45
U. S. Treasury Bonds at Redemption Value	7,391.00
Furniture and Fixtures at Cost	9,208.94
Total Assets	58,700.39

In making the audit of the books and records of the Association, we examined cancelled checks, bank statements, payroll records, dues records, and paid invoices, to the extent we deemed necessary.

Respectfully submitted,

ROBERT W. BLACK
CERTIFIED PUBLIC ACCOUNTANT

June Fifteenth
Nineteen Hundred Fifty Nine

Maryland Pharmaceutical Association
650 West Lombard Street
Baltimore 1, Maryland

We have examined the Statements of Cash Receipts and Disbursements of the Maryland Pharmaceutical Association for the fiscal year ended May 31, 1959 (General Fund, The Maryland Pharmacist, The Veteran's Administration and Savings Accounts). Our examination was made in accordance with generally accepted auditing standards, and accordingly included such test of the accounting records and such other auditing procedures as we considered necessary in the circumstances.

In our opinion the accompanying Statements of Cash Receipts and Disbursements fairly present the financial position of the Maryland Pharmaceutical Association at May 31, 1959, (General Fund, The Maryland Pharmacist,The Veteran's Administration and Savings Accounts), and the result of its operations for the year then ended, in conformity with generally accepted accounting principles applied on a basis consistent with that of the preceding year.

ROBERT W. BLACK
CERTIFIED PUBLIC ACCOUNTANT

EXHIBIT A

MARYLAND PHARMACEUTICAL ASSOCIATION
STATEMENT of CASH RECEIPTS and DISBURSEMENTS
for the year ending MAY 31, 1959

GENERAL FUND

Cash Balance—June 1, 1958		17,108.79
Receipts		
Dues (Net)	16,519.00	
Convention (Net)	5,533.61	
Baltimore Metropolitan Pharmaceutical Association	5,000.00	
Transferred from The Maryland Pharmacist	3,000.00	
Transferred from Veteran's Administration	500.00	
Interest	44.00	
TOTAL RECEIPTS		30,596.61
		47,705.40
Disbursements		
Salaries	18,255.48	
Office Expense (Net)	3,405.84	
Pension	1,417.92	
Light, Power, Water, Maintenance	682.81	
Taxes (Payroll)	395.20	
Professional Relations	134.74	
Printing	434.04	
Legal	750.00	
Auditing	150.00	
Advertising	25.00	
Insurance (3 Year Premium)	477.23	
Regional Meetings (Net)	11.25	
Kelly Memorial Building Fund (Net)	1,130.58	
Dunning Plaque	434.00	
TOTAL DISBURSEMENTS		27,704.09
Balance—May 31, 1959		20,001.31

EXHIBIT B

THE MARYLAND PHARMACIST
STATEMENT of CASH RECEIPTS and DISBURSEMENTS
for the year ended MAY 31, 1959

Cash Balance—June 1, 1958	1,217.92
Receipts	
Advertising	12,342.60
	13,560.52

Disbursements		
D. Stuart Webb, Inc.—Printing	8,655.39	
Robert L. Swain, Jr.—Cartoons	240.00	
Joseph Ruzicka—Bookbinding	15.20	
Transferred to Maryland Pharmaceutical Association—General Fund	3,000.00	
TOTAL DISBURSEMENTS		11,910.59
Cash Balance—May 31, 1959		1,649.93

EXHIBIT C

VETERAN'S ADMINISTRATION
STATEMENT of CASH RECEIPTS and DISBURSEMENTS
for the year ended MAY 31, 1959

Cash Balance—June 1, 1958		504.11
Receipts		
Veteran's Administration		6,225.38
		6,729.49
Disbursements		
Cost of Prescriptions	4,767.48	
Transferred to Maryland Pharmaceutical Association—General Fund	500.00	
TOTAL DISBURSEMENTS		5,267.48
Cash Balance—May 31, 1959		1,462.01

EXHIBIT D

MARYLAND PHARMACEUTICAL ASSOCIATION
STATEMENT of SAVINGS ACCOUNTS

Scholarship Fund

Balance—June 1, 1958		177.91
Receipts		
Contributions	805.00	
Interest	12.13	817.13
		995.04
Disbursements		
University of Maryland Scholarship		499.13
Balance—May 31, 1959		495.91

Kelly Memorial Fund

Balance—June 1, 1958		7,053.74
Receipts		
Interest	226.28	
Baltimore Metropolitan Pharmaceutical Association	1,000.00	
Other Contributions (Dues)	1,052.00	2,278.28
		9,332.02

Disbursements	
Office Furniture and Equipment	62.18
Balance—May 31, 1959	9,269.84

General Fund - Savings Account

Balance—June 1, 1958	8,995.45
Receipts	
Interest	226.00
Balance—May 31, 1959	9,221.45

REPORT OF THE AUDITING COMMITTEE

Mathias Palmer, Chairman

Reported by John F. Wannenwetsch

A meeting of the Auditing Committee was scheduled to be held at the Kelly Building on June 17th. Those present were: Treasurer John F. Wannenwetsch, Secretary Joseph Cohen, and Mr. Leonard Rome, a member of the staff of Robert W. Black, Certified Public Accountant, Association auditor.

The accounts of the Association were examined and found to be in order as stated in the Report of the Treasurer.

REPORT OF THE FINANCE COMMITTEE

Solomon Weiner, Chairman

The Finance Committee studies the financial needs of the Association and is responsible for the preparation of the budget.

The Committee met on January 9, 1959 and reviewed the financial statement for the calendar year 1958 and compared it with 1957. The pension of retired Secretary Strasburger was discussed and it was decided to continue it at the same figure for 1959.

A thorough review was made of the comparative analysis of estimated income and disbursements with the actual income and disbursements for 1958. From this information a proposed budget in the amount of $26,500.00 was determined for presentation to the Executive Committee. At the Executive Committee meeting of January 15, 1959, the budget was presented and agreed to as follows:

	DISBURSEMENTS 1958	1959 ESTIMATED DISBURSEMENTS
Office Expense	$ 3,951.38	$ 4,000.00
Salaries	17,003.00	18,000.00
Pension	1,417.92	1,417.92
Light, Power, Heat, Water	635.87	800.00
Taxes (payroll)	294.53	350.00
Insurance	410.10	150.00
Legal	625.00	750.00
Audit	150.00	150.00
Misc.	867.59	882.08
	$25,355.39	$ 26,500.00

My appreciation is extended to the members of the Finance Committee: Charles E. Spigelmire, Co-Chairman; Herman B. Drukman; John F. Wannenwetsch; H. A. B. Dunning; Simon Solomon; Frank J. Macek; Hyman Davidov; Donald Fedder, for their participation in the work of this essenital committee.

REPORT OF THE EXECUTIVE SECRETARY

Joseph Cohen

Mr. President:

This is the third Convention to be held at Galen Hall. Galen Hall has its advantages and disadvantages as do all things and places. In my opinion, the advantages leading to a successful meeting far outweigh the disadvantages. The setting is certainly ideal the food is exceptional in both quality and quantity, and the service and hospitality of both management and personnel are above average. I particularly favor Galen Hall because it provides us an opportunity to meet as a group without outside interferences or other distractions.

We have put forth conscientious effort to give you a Convention replete in every detail. I hope your accommodations will be satisfactory, that you will benefit from the program that has been arranged for you, and you will have fun and relaxation during your stay here.

I wish to report the major activities of the Maryland Pharmaceutical Association for the 1958-59 fiscal period of the Association, at this, the 77th Annual Meeting of the Association. This is my seventh report to you as your Secretary. I certainly hope that the series of 7's involved shall be an omen of good fortune for the coming year for Pharmacy in our State. (77th Convention - 7th report).

Since my last report at the Shelburne in Atlantic City, the activity of the central office has continued to grow. The events of the past year increased the office work-load. The proper handling of telephone calls, correspondence, bulletins, questionnaires, referendums, conferences and meetings require skilled and sufficient personnel. Besides the part-time services of Nathan Gruz, my assistant, it has become necessary to expand the office force to two full-time girls to take care of the increased secretarial and clerical detail involved in order to render efficient services to the Association and to those with whom we are allied.

It must be realized that the office is called upon to perform many duties, each one essential to the individual requesting a service of one kind or another. It should also be remembered that the Maryland Pharmaceutical Association continues to grow in membership and stature, thereby increasing the demand on its services. If we are to continue to grow, we must be equipped to facilitate the growth.

Then it must be remembered that we also edit "The Maryland Pharmacist" entirely in our office. None of it is farmed out. We also represent the Baltimore Metropolitan Pharmaceutical Association, a most active organization within itself that requires much attention and constant services. I shall not attempt to enumerate in detail the functions and services of the office staff, but this I can say, we have outgrown the "horse and buggy" days. The Association is no longer a "one man show". The Treasurer's and committee reports will reflect the progress the Association has made.

I would like to highlight briefly some of the important activities of the past year:

Meetings

The Maryland Pharmaceutical Association held three Regional Meetings and one special meeting.

The Fall Regional Meeting was held at Peter Pan Inn, Urbana. The entire meeting was devoted to discussing proposed changes in the Pharmacy Laws of Maryland resulting in the adoption of a legislative program for the 1959 Legislature.

The Winter Regional Meeting was held at the Indian Spring Golf and Country Club. Mead Johnson and Company's program, "Merchandising for Moderns" was presented.

The Spring Regional Meeting was held at the Tidewater Inn, Easton. This meeting was devoted to preliminary committee reports.

A special meeting of the Association was held at the Kelly Building in Baltimore to discuss the Pharmacy Laws.

The Regional Meetings were well attended and supported by the Ladies' and Travelers' Auxiliaries.

Conventions

The Association was represented at the National Association of Retail Druggists' Convention held in Philadelphia in September. Although the distance was close, the attendance of Maryland Pharmacists was not up to par.

Due to a conflict with the Passover holiday, the American Pharmaceutical convention that was scheduled for April this year was postponed until August. This convention will be held in Cincinnati. I encourage the attendance of the American Pharmaceutical Association Convention, because Dr. William S. Apple, who will appear on the program at our Convention, will be installed as the new Secretary of the A.Ph.A. upon the retirement of Dr. Robert P. Fischelis. Dr. Apple is a quite capable young man. He deserves your support, and attendance at the Convention is one way of demonstrating it.

President Block and I attended an interim meeting of the American Pharmaceutical Association House of Delegates in Chicago in October. The purpose of the meeting was to hear proponents of the controlled sale of drugs and to formulate a plan of action. The meeting was an utter waste of time. Absolutely nothing was accomplished. I apologize for wasting your money in sending me to this meeting.

With regard to attending national conventions, I strongly urge you to do so. Make yourself heard and make yourself known. Only through membership and activity may we hope to accomplish better things for Pharmacy.

Medical Care Programs

Through the untiring efforts of Lloyd N. Richardson, member of the Maryland Board of Health; Walter E. Albrecht, member of the Maryland Council on Medical Care; and Gordon A. Mouat, member of the Advisory Committee on Medical Care of the Baltimore City Health Department, were we able to get a slight increase of 5.5% on both the Baltimore and County Medical Care Programs. The schedule of fees has been revised and simplified. I am positive all pharmacies have been advised by now because the new schedule of pharmacist fees goes into effect July 1, 1959. I shall not go into detail on this because I am sure you will hear more about this from Gordon Mouat and Walter Albrecht at this Convention.

Labor is pushing legislation in Congress that will expand medical care to the aged. Governor Tawes will appoint a commission to study the problems of the aging in Maryland. It is rumored that Blue-Cross - Blue Shield is contemplating expansion of their program to include special services to the aged.

A recent alarming development was the approval of the practice of closed panel medicine by the American Medical Association. This means that unions, industrial plants and anybody else can hire physicians to render medical services to their members and employees. This eliminates the free choice of physicians—the next step becomes automatic—and the free choice of pharmacies. It is timely that this Convention take definite action on this menace and to find out where Pharmacy stands in the closed panel or clinic practice of Medicine.

I also recommend that a clear-cut ruling be obtained, and policy established, regarding the dispensing of branded pharmaceuticals under the Medical Care Programs of Maryland.

In my last report I said, "Medical Care Programs continue to be of great concern." I would like to say now that the situation is becoming quite serious.

Fair Trade

In view of the high cost of operating a business today and the importance of obtaining a reasonable return on an inflated and unrealistic investment, it becomes increasingly imperative that some system of price maintenance be assured to protect all types and size of retail enterprise. No business can endure unless it makes a reasonable profit to cover the cost of operation plus a fair return on the investment.

Fair Trade has been successful in this respect. Through the years, Fair Trade has not penalized anyone—not the consumer, nor the retailer, nor the distributor, nor the producer. There is no history of hardship or distress because of Fair Trade. This can not be said where discounting or price-cutting is involved.

A most recent example is Home Utilities of Baltimore, an outspoken enemy of Fair Trade, who has devoted much time and money to abolish Fair Trade. Home Utilities, one of the largest and most active discounters in Maryland, has filed a petition in bankruptcy in the Federal District Court in Baltimore. They can not pay their bills.

What does this prove? It proves that no matter how much you sell, you must sell at a profit, no matter if the product is branded or not branded. Home Utilities had all the advantages—location, customers, advertising, cut-prices, etc., but apparently their overhead—their fixed expenses—were not cut-rate in proportion to their meager profits. You can not defy the laws of economics.

I am sorry to report that Simon Solomon, Chairman of the Fair Trade Committee, will not be here to render a Fair Trade report. In his absence, I shall attempt to give you a brief report on Fair Trade.

In Maryland, an attempt was made to repeal the Maryland Fair Trade Act in the 1959 session of the Maryland Assembly. Companion bills were introduced in both houses of the Legislature. This repeal attempt was of great concern because the Senate Bill was introduced by Senator Sanford of the Eastern Shore with the support of labor, cooperatives and the discounters. The House Bill was spearheaded by the Labor Committee of the House of Delegates.

The Association rallied its forces, and with the aid of other retail and service groups, both Bills died in Committee. Special mention should be made here of Simon Solomon, who was spokesman for the drug interests; Calvert, Gilpin, Loewy, Muth and District Wholesale Drug, who closed their establishments on the day of the hearing and brought their employees to Annapolis in busses and automobiles; the many pharmacists and their wives, who took the time to come to Annapolis; and the many friendly and sympathetic members of the State Legislature. It was indeed a mass demonstration for the cause of Fair Trade. All of these people deserve a vote of thanks.

Except for the area close to Washington, D. C., which is non-Fair Trade, we have had no serious problems on Fair Trade violations. The Prince Georges and Montgomery Counties area continues to be a sore spot. Dart Drug and Peoples Drug Stores are the focal points of the problem. Others have followed suit blaming Peoples and Dart—and so it goes. One blames the other for price-cutting. We can only look at the situation with one viewpoint—they are violating Fair Trade and two wrongs do not make a right. Peoples are maintaining Fair Trade prices in their Western Maryland stores. Dart Drug has been sued by a few manufacturers, and has lost every case. At the present time, there is a retailer-retailer suit pending in the Montgomery County Court against Dart and Peoples. The case has been started and was postponed because of illness of the judge trying the case. The independent pharmacists are to be commended for their maintenance of Fair Trade in spite of loss of sales to the cut-raters. We hope this situation will be resolved before long.

We have a small problem in the Baltimore area, at the present time. Morval Incorporated, a concession in the Farmers Market on Pulaski Highway, is selling below Fair Trade. These violations have been reported to the manufacturers by the Fair Trade Service Bureau and action has been assured by the manufacturers.

As you know, the National Association of Retail Druggists has spearheaded a drive for a National Fair Trade Act. If this Act is approved by the Congress and signed by the President, it will eliminate all loopholes that have set other state Fair Trade Acts aside.

Hearings were held by the House of Representatives Committee on Foreign and Interstate Commerce, of which Congressman Friedel is a member. H.R. 1253 has been approved by a vote of 20 to 9 by that Committee and has been referred to the House Rules Committee for further consideration. It should be made known that Congressman Friedel is in favor of Fair Trade and has taken an active interest in its behalf. Simon Solomon was one of four retail pharmacists selected to testify before the committee. I have published his testimony in the Maryland Pharmacist.

Hearings have just been concluded on S 1083, a companion Bill in the Senate, by a Sub-committee of the Senate Foreign and Interstate Commerce Committee. Results of this hearing have not been disclosed at this time. I wish to bring to your attention that Senator Butler is a member of the Senate sub-committee.

It is imperative that many letters be sent to both Senator Butler and Senator Beall, as well as all the Congressmen of Maryland urging them to favor both National Fair Trade Bills—H.R. 1253 and S 1083. Unless something is done about price maintenance on a national level, the remaining state Fair Trade Acts will become impotent. A shining example of this is the trouble we are having in the Silver Spring - Bethesda area because Washington, D. C. is non-Fair Trade.

In my humble opinion, nothing is more important to retail pharmacy than Fair Trade at the present time—without it we face economic ruin.

Pharmacy Laws

I shall not delve into the Pharmacy Laws problem because Gordon Mouat will give a report on the Pharmacy Laws Committee at the Thursday business session. I would like to make one observation however. Contrary to the opinion of everybody that we need revision of the Maryland Pharmacy Laws, the 1959 Legislative Program on the Laws failed. This was due to a lack of understanding, trust and unity. I shall not attempt to place the blame, because frankly, I think we were all to blame. I do hope, however, that we can compromise our differences for the future of Pharmacy by coming up with an acceptable program that will have the support of all, remembering, of course, that nothing is perfect and it is humanly impossible to please all of the people either part or all of the time.

Scholarship Program

The Maryland Pharmaceutical Association continues to cooperate with the Baltimore Metropolitan Pharmaceutical Association, the Alumni Association, and the School of Pharmacy in a Pharmacy student recruitment and scholarship program. Last year, one Freshman scholarship was awarded by the Association. One scholarship has been approved for the 1959-60 School year to the University of Maryland School of Pharmacy. At one time, the Association awarded two scholarships annually each worth about $500. We ask that you make contributions to the Scholarship Fund so that we may build up the Fund where it will again be possible to award two or more scholarships. There are approximately twelve Freshman scholarships awarded annually to our School of Pharmacy. The Counties of the State should take particular note of these scholarships and encourage meritorious students to study Pharmacy and apply for these scholarships.

Membership

The membership of the Association has reached an all-time high in both the Active and Associate categories. I shall not give you the figures because you will hear them in the Membership Committee report. The increase is significant. It proves that the pharmacists of our State, and those allied with Pharmacy, recognize the importance of good organization. Most memberships are obtained by voluntary payment as soon as bills are issued. The rest are obtained through invitation to join and a series of follow up letters requesting payment. We look forward to more members in support of the Association and what it stands for.

Personal Activities

Besides being your Secretary and Editor, I represent you in many ways. I am a member of the Executive Committee of the Conference of State Pharmaceutical Association Secretaries; Treasurer of the Metropolitan Drug Association Secretaries. I have attended meetings and corresponded with these two National organizations during the past year, I am a member of the House of Delegates of the American Pharmaceutical Association and serve on the Legislative Committee of the A. Ph. A., I was a member of the Governor's Commission to Study the Sunday Blue Laws and a member of the Mayor's Committee for Decency. I also serve on the State and City of Baltimore Advisory Drug Committees, and am a member of the State Planning Commission's Committee on Medical Care. During the past year, I visited pharmacies in Baltimore, Baltimore County, Westminster, Frederick, Hagerstown, Cumberland and Frostberg. I also spent three days on the Eastern Shore visiting 22 pharmacies throughout that area.

Conclusion

In closing, I want to thank the officers and Executive Committee for their assistance and cooperation during the past year, which was the most rugged one I have experienced since becoming Secretary. I want to thank Gordon Mouat and his Convention Committee for helping to arrange this Convention which involves more time and details than the eye perceives. This includes the help contributed by TAMPA and LAMPA. I want to thank also, the many individuals and committees who have worked and continue to work on behalf of the Association. Last but not least, I want to give special thanks to Mr. Gruz and the office staff for their devoted services.

REPORT OF THE EXECUTIVE COMMITTEE

George M. Schmidt, Chairman

During the past year the Executive Committee met seven times. Two of these meetings were held jointly with the Baltimore Metropolitan Pharmaceutical Association. The Association's Executive Committee is charged with great responsibilities as the governing body of the Association. Its work entails many hours of preparation by both its members and the Association staff and its meetings consume many hours of deliberation. Your Executive Committee has approached the Association affairs and problems with great seriousness. Most of the members have excellent attendance records.

The following is a brief summary of each meeting:

Shelburne Hotel, Atlantic City, July 2, 1958

This meeting was held on the last day of the 1958 Convention and was the first meeting of the newly elected officers and Executive Committee. The first order of business was the re-appointment of Joseph Cohen as Executive Secretary for the fiscal years 1958-1959. It was decided to select The Shelburne Hotel as the 1959 site for the Convention. Mr. Mouat was asked to continue as Chairman of the Pharmacy Laws Committee. Mr. Goldfeder suggested the appointment of a Committee to revise the Code of Ethics. A motion was passed to add a Fourth Vice President to the officers of the Association by constitutional amendment.

Kelly Memorial Building, July 24, 1958

Letters were read commending Chairman Hyman Davidov, and Secretary Cohen on the outstanding planning and conduct of the Convention. Standing committees were named. A billboard advertising program was approved. Mr. Mouat reported on the 1959 Convention site and it was decided to hold the 1959 Convention at Galen Hall and the 1960 Convention at Atlantic City. A proposal for awards by Pfizer Laboratories was rejected. The matter of meeting with manufacturers' representatives regarding Association financial needs was discussed. The legislative program for 1959 was taken up. The A. Z. O. Pharmacy Committee was discussed.

Kelly Memorial Building, September 18, 1958

This was a joint committee meeting with the Executive Committee of the Baltimore Metropolitan Pharmaceutical Association.

At the request of the Pennsylvania Pharmaceutical Association it was decided that a joint policy committee of the American Pharmaceutical Association and the National Association of Retail Druggists be appointed. A discussion was held on mailing convention resolutions to the membership. It was decided that the resolutions would be published in the issue of "The Maryland Pharmacist" following the Convention. Treasurer's and Membership Committee reports were read and approved. The A. Z. O. Pharmacy Committee was present to discuss the problem of directed prescriptions and grievances of the A. Z. O. Pharmaceutical fraternity. President Block asked that the problems be resolved through the Association. It was decided that the Maryland Pharmaceutical Association Professional Liaison Committee meet with the Medical and Chirurgical Faculty Liaison Committee on prescription problems. The excellent convention report of Mr. Davidov was read and accepted. An advertising plan was presented and approved. Mr. Mouat announced that the Pharmacy Laws Committee had completed a revised pharmacy law to be presented at the Fall Regional Meeting. Mr. Friedman discussed the coming Pharmacy Week plans. A progress report was given on the life insurance program. The Legislative Committee reported on a meeting held on convention resolutions and control of the distribution of legend drugs. Developments in Fair Trade retailer—retailer suits were reported.

Peter Pan, Urbana, October 16, 1958

Important communications were read, including a letter from Dr. H. A. B. Dunning informing the Association of the donation of $500 for first year scholarships to the University of Maryland School of Pharmacy. Treasurer's and Membership reports were read and approved. Secretary Cohen reported on the N. A. R. D. Convention in Philadelphia and the forthcoming American Pharmaceutical Association interim meetings in Chicago. The proposed life insurance plan for members was reported as receiving insufficient support. The Pharmacy Liaison Committee with the Medical and Chirurgical Faculty reported that no action was obtained to date. The Tentative Draft of the Revised Pharmacy Laws was unanimously approved. An appropriation of up to $500 was approved toward payment of a plaque in the new Pharmacy School Building for Dr. H. A. B. Dunning. The model pharmacy for the School of Pharmacy was discussed. Secretary Cohen and President Block were appointed delegates to the American Pharmaceutical Association interim meeting and instructed to vote for legislation for controlled distribution of drugs. Bids for air-conditioning of the Kelly Memorial Building were discussed.

Indian Spring Country Club, Wheaton, January 15, 1959

Reports were rendered by President Block and Secretary Cohen on the American Pharmaceutical Association Interim meeting. Distribution of drugs and medical care for the aged were included. The Treasurer's Report was read and approved. The final membership report for 1959 showed an increase of 114 members over 1957 for the overall total membership. This report as well as the 1959 report was approved. The Finance Committee gave the financial statement for 1958 and presented the 1959 Budget. Salary increases for Secretary Cohen and his assistant Nathan Gruz were approved. Proposed pharmacy law changes were thoroughly discussed. The Board of Pharmacy announced it would sponsor three amendments only and this was approved by the Executive Committee. It was decided to hold a special meeting of the Maryland Pharmaceutical Association to consider this matter. The group life insurance plan was announced as withdrawn by the company. Secretary Cohen reported on his efforts to have a pharmacist appointed to the State Committee studying medical care and announced Mr. Morgenroth was appointed to serve on the sub-committee on Policing and Financing of the Medical and Hospital Program of Maryland. Secretary Cohen also reported on efforts to include pharmacy in any program for drugs under Blue Cross. The joint resolution of the Medical and Chirurgical Faculty of Maryland and the Maryland Pharmaceutical Association condemning the practice of directed prescriptions was approved. Secretary Cohen reported on bills in the legislature to establish a "Commission on the Aging" and control of obscene publications. The matter of establishing a student membership category in the Maryland Pharmaceutical Association was brought up.

Kelly Memorial Building—Thursday, April 9, 1959

A communication from Governor Tawes was read indicating that he would give consideration to the appointment of a pharmacist to the "Commission on the Aging." Correspondence between Secretary Cohen and Mr. William J. Dixon, Secretary of the National Conference of State Pharmaceutical Association Secretaries, regarding pharmacy legislative programs for the states, was read. A long discussion of the various activities in connection with proposed legislation on pharmacy law revisions was held. Secretary Cohen asked for harmony among various factions. Mr. Mouat gave a report on events leading up to the legislative session. It was decided that the proposed omnibus pharmacy laws revision remain in Legislative Council and the Association, Pharmacy Laws Revision Committee continue in force to receive suggestions. Organizational problems and lack of cooperation concerning Pharmacy Laws Legislation was discussed in detail.

Tidewater Inn, Easton—May 14, 1959

A full report on the forthcoming convention was given by President Block. The Treasurer's report was read and approved. A financial report on legislative expenses was rendered. Secretary Cohen reported on his visit to pharmacies on the Eastern Shore. Mr. Mouat reported on progress of the Pharmacy Laws Revision Committee and stated re-registration was the main point of controversy. Mr. Mouat reviewed the speaking program for the Convention as well as hotel conditions and entertainment. Mr. Golditch reported for the Legislative Committee on the 1959 legislature. Mr. Goldfeder's Membership Committee report showed excellent progress. Mr. Morgenroth reviewed the work of the Inter-Professional Liaison Committee. The Medical and Chirurgical Faculty of Maryland has approved a joint resolution of the two professions. The Iowa joint Code of Ethics of pharmacists and physicians was discussed. Mr. Mouat explained the new fee schedule for medical care prescriptions which calls for a 5.5% increase effective July 1, 1959. The new schedule was accepted. Mr. Walter E. Albrecht was approved for reappointment to the State Council on Medical Care. Messrs. Balassone, N. J. Levin, and Schmidt were approved as delegates to the U. S. P. Convention, with Messrs. Joseph Cohen and Ogrinz as alternates. Announcement was made of the cancellation of the contract with WBAL and WBAL-TV for public relations program time. One scholarship to the University of Maryland School of Pharmacy was approved. The South Carolina resolution on legend drugs prescription labeling was referred to the Resolutions Committee. It was decided to contact the N.A.R.D. regarding an open meeting at the N.A.R.D. Convention to discuss the problems of Pharmacy. A committee to review membership privileges of delinquent members was asked for. The following were recommended by the State Board of Pharmacy for consideration by the nominating committee as candidates for appointment to the State Board of Pharmacy: Alexander J. Ogrinz, Jr., Solomon Weiner, and Frank J. Macek. The recommendation was approved for referral to the Nominating Committee.

This report which I am rendering is only an outline of the time consuming meetings of the Executive Committee. The meetings averaged about four hours in duration and would take more time to report than is allotted at our annual meeting. The complete record in the minutes book is available to interested members at the Association office.

It has been a privilege to have served you as Chairman of the Executive Committee. I wish to express my appreciation to all the officers and members of the Executive Committee as well as to the Association staff for giving generously of their time and efforts toward the efficient operation of our very active pharmaceutical organization, the Maryland Pharmaceutical Association.

REPORT OF THE BUILDING COMMITTEE

Frank J. Macek, Chairman

Given By Frank L. Black

During the past year, the Building Committee has met several times to consider improvements to the Kelly Memorial Building. The matter of air-conditioning has been thoroughly looked into. Bids were requested from a number of firms, but the proposals varied so greatly that it was decided to place the specifications in the hands of a consulting engineer to be drawn up. Bids on the consultant's specifications are now being considered.

On the whole, the Kelly Memorial Building appears to be in good condition. In trying to save the cost of a major replacement, the front step has been repaired. An outside light has also been repaired.

Funds for the repair, maintenance and improvement of the Kelly Memorial Building are provided by the Kelly Memorial Fund. During the past year the Fund received $1,000.00 from the Baltimore Metropolitan Pharmaceutical Association and $1,052.00, representing $2.00 per active and affiliate member, was transferred from the Maryland Pharmaceutical Association. The Treasurer's report includes the financial report of the Kelly Memorial Fund.

The Building Committee is pleased that the Kelly Memorial Building is serving the pharmaceutical associations and the profession of pharmacy in an excellent manner. It continues as an outstanding dignified and impressive headquarters of Pharmacy in Maryland.

I would like to thank the members of the Building Committee: Frank L. Black; Herman B. Drukman; H. A. B. Dunning; Charles E. Spigelmire; John F. Wannenwetsch for taking time from their affairs for the meetings and work of this Committee.

REPORT OF THE PROFESSIONAL RELATIONS COMMITTEE

Aaron M. Libowitz, Chairman

Given by Charles E. Spigelmire

Members of this committee are Milton A. Friedman, C. Murray Allen, Victor H. Morgenroth, Jr., John E. Donaldson, William C. Hill, James A. I. Parker, Victor G. Mercer, Morris L. Cooper, Alexander J. Ogrinz, Jr., Stephen J. Provenza, Fred G. Sullivan, Wilfred H. Gluckstern, Harold P. Levin and H. Nelson Warfield.

National Pharmacy Week, October 5-11, 1958 was held last year to tell the public about you and your profession. Our Committee works with the Pharmacy Week Committee of which Milton A. Friedman was chairman and whose report will be given. The Professional Relations Committee of the Baltimore Metropolitan Pharmaceutical Association, Stephen J. Provenza, Chairman played a large part in making this event successful in Baltimore. Nobody can afford to crow. Not enough people know what a job pharmacists are doing. Customer and professional relations need improving. Pharmacy Week should be fifty-two weeks a year.

National Diabetes Week

The week of November 16-22, 1958 was observed as National Diabetes Week. Radio, Television and newspapers directed the public to go to their neighborhood pharmacies for a free test kit. The goal of Diabetes Week was to have as many persons as possible tested for one of the major signs of diabetes—sugar in the urine and to encourage those with positive tests to see their physicians. These test kits were made available to pharmacies through the wholesalers at $1.70 per hundred. Posters, pamphlets were made available free of charge. This gave every pharmacy an opportunity to combine a plan to increase customer traffic with a public health service. Remember "Your Pharmacy Works for Better Community Health." Over 50,000 Diabetes Test Kits were distributed.

In Salisbury, pharmacists headed by Albin Hayman devoted two days at a Detection Center for diabetes at the armory.

In Easton, William C. Hill was in charge of the pharmacy booth at the Detection Center.

We have received many letters of appreciation from the medical profession for our work to make Diabetes Detection Week a success.

Medical Convention

The 160th Annual meeting of the Medical and Chirugical Faculty of the State of Maryland, was held at the Alcazar, Cathedral and Madison Streets, Baltimore, Maryland, on Wednesday, Thursday and Friday, April 16, 17, 18. The Maryland Pharmaceutical Association was invited to participate. Our booth was the only retail pharmacy booth at the convention. Featured at the pharmacy booth was a guide for physicians in the prescribing of narcotic prescriptions in conformity with Federal and State of Maryland Laws. Up-to-date information on the narcotic drugs permitted by oral prescription was provided. Physicians who registered at the booth were eligible for apothecary jar prizes. The winners were Dr. A. H. Finkelstein and Dr. Benjamin H. Isaacs of Baltimore; Dr. G. Allen Moulton of Westminster and Dr. Donald J. Roop of Towson.

Dental Convention

The Maryland State Dental Association celebrated its 76th Anniversary at the Lord Baltimore Hotel in Baltimore, Maryland May 4th, 5th, and 6th, 1959. The pharmacy exhibit was a great success. An automatic projector, using slides made by Robert E. Theiss, showed "How to Write a Prescription" and showed various prescriptions on Relief of Pain, Sedation, Treatment and Prevention of Infection, Drugs used for local effect, Antihistamine Therapy, and Vitamin Therapy. Great appreciation was shown by the dental profession for our exhibit.

There is no need to dwell on the fact that a large proportion of the products we provide in the front of our pharmacies are used for mouth health and hygiene. Better professional relationships are needed. Dentists are anxious to receive the assistance of the pharmacist in their medication and prescription problems. Increase prescription volume with a closer relationship with your Dentist.

Dentists who registered at the associations booth were eligible for four attractive apothecary jars given by the association at a drawing. The winners were Dr. L. S. Noel, 400 Professional Arts Building, Hagerstown, Maryland; Dr. A. E. Heimert, 4900 Belair Road, Baltimore 6, Maryland; Dr. Ben L. Jacobs, 5418 Park Heights Ave., Baltimore 15, Maryland; Mrs. Hall H. Haymond, Jr., 200 Allegheny Ave., Towson 4, Maryland.

Vitamins

Keep the vitamin business in the drug store. Prepare for battle. The door-to-door salesman, the mail order boys and the food stores are going after this $225,000,000 market with hammer and tongs. Display vitamins in your window and on your counter. Encourage the idea that your store is VITAMIN HEADQUARTERS. Train your clerks to answer questions on vitamins and minerals intelligently. Suggest vitamins every time you wrap up another sale. Squibb fights the door-to-door peddler with a protective questionnaire, "All Vitamins Are Not Alike". Many manufacturers have free literature that you can use. Remember the drug store averaged $4,500 vitamin business last year. Promote vitamins in your pharmacy, promote vitamins to your physicians and help keep the vitamin field where it belongs—in the pharmacy.

Pharmacists' Council

Outside advertising brings traffic inside your store. Before customers reach your store they are exposed to aggressive outside selling efforts of chain and non-drug competition. What can you, the pharmacist do about it? You can't sit still. You have to do some "outside selling" to keep up with competition. This means Advertising. Advertising does not have to involve huge sums of money—and don't think of it as being something only for big stores. Sponsored by a group of pharmacists individual costs are down and you will win new traffic for your store. The Belair Road "Pharmacists Council" made up of a group of pharmacists in one neighborhood of Baltimore is now in its second year. The council meets monthly to discuss local problems and to plan a cooperative monthly advertisement in the local newspaper. The results have increased prestige to pharmacy and to the individual pharmacists in relation to both the general public and the physicians. More important is the greater understanding among the neighborhood pharmacists themselves. They consider themselves friends and professional colleagues and will go out of their way to help each other. Copies of some of the newspaper ads are on display in this hall. Another group of pharmacists now advertise in the "Parkeville Reporter" with excellent results. We would like to see other groups follow this lead. Emphasize the professional quality of your services. Public Health is a serious matter, and if you impress it on your townspeople, you'll assure your self of continued store traffic for all drug items.

Progress is being made on a speakers bureau. Speakers on topics important to pharmacy will be made available for presentation at Lions, Rotary, Kiwanis, P.T.A. and other civic club meetings. A better understanding of pharmacy is our goal.

The Arthritis and Rheumatism Foundation

The first concentrated effort to supply all arthritics in Maryland with free medically approved information will get under way July 1, 1959 and extend throughout the month. Your customers suffering from any type of arthritis will be urged to register their names at pharmacies displaying official registration posters. The Maryland Pharmaceutical Association and the Arthritis and Rheumatism Foundation are co-sponsoring this program. A Registration of this kind has never been conducted before in Maryland. Posters and registration cards will be delivered to all pharmacies in Maryland by June 30th. Display these during July and you will be able to take advantage of the intensive newspaper, television and radio campaign that urges all arthritics to go to their neighborhood pharmacy. The poster reads "Arthritics register here to receive at no cost the latest medically approved information about ARTHRITIS. Sign and mail one of these cards today. No postage is required. A professional service of your neighborhood pharmacist."

The extensive program of the professional relations committee has been effective because of the outstanding committee which has served with me. I would like to make special mention of the contributions of Stephen J. Provenza, Chairman of the Baltimore Metropolitan Pharmaceutical Association, Professional Relations Committee; Charles E. Spigelmire, Chairman of the Maryland Pharmaceutical Association Public Relations Committee; and to Joseph Cohen and Nathan Gruz for making this work possible.

REPORT OF COMMITTEE ON PUBLIC RELATIONS

Charles E. Spigelmire, Chairman

Mr. President Frank Block, honored guests, friends and members of The Maryland Pharmaceutical Association:

Public Relations is alternately held out as the panacea for all our social ills and damned as a nefarious business of hoodwinking the public. Tavern owners are warned "To avoid mistakes in Public Relations" or be voted out of business. Doctors are told that the only way to defeat Socialized Medicine is to "Adopt a sound program on Public Relations". Industrial leaders are advised that "Sound Public Relations" will be the salvation of free enterprise. Union members are told that the way to get favorable labor laws on the books is "To improve your Public Relations" on the other hand, Public Relations is lambasted as a "Space Stealing Profession" and worse. An editor tells his readers, "If you want to get plausible disguises for unworthy causes, hire a Public Relations expert."

Amidst the confusion, there is emerging substantial agreement on the role of Public Relations. In the center of its mushrooming growth there is a solid layer of sound, ethical practice, at its core is the concept of Public Relations as a systematic means of repairing and restoring the broken lines of communication in America's industrialized and urbanized society. A working definition is in the making. A profession can be seen building around this definition. Both will take years.

We believe clarity will replace confusion, inpart, if use of the term Public Relations is confined to the sense in which it is most commonly used: That of describing the practice of building public favor, confidence, and support for an organization such as ours.

Confusion is compounded when the label, Public Relations as applied to the methods of influencing public opinion is used as a synonym for publicity, propaganda, press agentry, and even advertisement. Public Relations is still brushed off as being just a nicenelly expression for ballyhoo, propaganda and the like. Many view use of the title, Public Relations, as a means of garbing a tainted woman with more respectable dress. Sound Public Relations is not the equivalent of propaganda, nor of publicity, nor of advertising. The broad totality of the sound Public Relations concept uses these as part of its working tools, but the parts are too often confused with the whole.

Some of the practices labeled "Public Relations" are dishonest, some are shoddy, some are manipulative, and some are just plain inept. Public Relations practices are also used for white wash. There are practicioners identified with unworthy causes, there are a few who use dishonest and undesirable methods. But the practice of Public Relations should not be condemned and confused with the ill-advised ends for which it is sometimes used. All the publicity given to "What's wrong with Public Relations" should not blind our Association or the public to the real contribution honest Public Relations is making.

Your Committee is fully aware that the practice of ethical Public Relations brings associations and individuals into harmonious adjustment with their publics, it serves society and meets a vital need.

The Pharmacist is a source of public health information and must be prepared to advise his patrons on general health matters. However, great our advances in hygiene, disease prevention and even treatment, are translated into better medical care. This must depend in large measure on proper and effective education of the public at large through aggressive and continuous Public Relations programs. The pharmacist is in a unique position to help assure that his community will be an informed community. A community that will apply modern knowledge to community measures for preventing and controlling disease and to assure that the individual members of the community will welcome and indeed seek, competent medical treatment when the need arises.

Your Public Relations Committee firmly believes that many of the ills which have beset pharmacy in the past and which continues to belabor it in the present have been brought about by a lack of understanding and a lack of efficient and intelligent publicity. We felt our problem was one of education rather than alibis. With this thought in mind, we developed our programs with the thought of correcting some of the critical and erroneous opinions, held about us regarding the following problems.

The violation of Fair Trade Laws, Prescription Pricing, Substitution or Attempted Substitution in any form, Physician and

Pharmacist Tie-up, last but not least Dollar Thinking rather than Professional Thinking.

This was our basic platform set-up to continuously publicize the independent pharmacist. In addition to this, we realized fully that independent pharmacy was facing the sternest kind of vigorous competition from all sides and sources. All of us know there are many different ways of facing competition but there is only one way to beat it, that is to induce the general public to give the independent pharmacist more of their drug dollars than anyone else. With these thoughts in mind, we used every word, every phrase and every thought at our command to continuously tell the public that the independent pharmacist was truly their friend and best neighbor. In directing our approach to the most effective forms of publicity, we decided that the best media for publicizing our programs were magazines, the newspapers, radio and television. Previous experience had taught us that radio and television were the most desirable means of giving us maximum publicity at all times.

During the past year your Association received hard hitting and dynamic publicity on both radio and television. Our primary objective in all of this effort was to cement a finer and more sympathetic public relationship between you and your customers.

We received fifteen minutes of radio time from station W.B.M.D. once a month. This program is devoted exclusively to explaining what an important part pharmacy plays in human health and welfare. This program also gives the listening audience any important or pertinent facts regarding the new pharmaceutical products or discoveries.

Our N.B.C. affiliate in Baltimore, station W.B.A.L. gives us thirty minutes radio time, once a week, usually Friday night from 8 P.M. to 8:30 P.M. This program is aptly named "Your Best Neighbor". Due to the greater amount of time given us on this program, it usually carries an outstanding message concerning pharmacy to our listening audience. This radio program usually opens telling a most enlightening story about pharmacy, and gradually builds up with a brilliant treatise on present day pharmaceutical practice.

W.B.A.L. television gave us a fifteen minute program once a week. During the past year your television show was seen every Friday afternoon from 1:45 P.M. to 2:00 P.M. Here is where we leave no stone unturned in our sincere effort to sell independent pharmacy to the public.

Incidently this program is also called "Your Best Neighbor". We felt from the beginning that the greater we expanded our television show the more publicity our Association and Pharmacy would obtain. With this thought in mind, we called upon our Association officers and committee chairmen to appear on these programs. I must say these men have been most gracious and cooperative in this work. Through their sincerity and effort, they have made these television programs interesting, educational and extremely helpful to retail pharmacy.

Station W.B.A.L. also gives us daily television and radio spots which carry a brief message to the public in an effort to bring more customers to you their best neighbor.

We have always exerted every effort at our command to make these powerful publicity facilities pay you additional dividends wherever possible. We have used them to accentuate any promotion or outstanding activity being sponsored by our Association.

We talk a lot about pharmacy, and sometimes we are prone to wonder if anybody does anything about it or for it. Let me tell you that one of our most enlightening programs was dedicated to "The Study of Pharmacy as a Career". This was a brilliant show capably and intelligently handled by a member of our Committee. It outlined in great detail the past, the present and the future of Pharmacy. This intelligent discourse on "Pharmacy as a Career" was most complete and instructive to our embryo pharmacists.

During Mental Hygiene Week we devoted our time on television to acquainting our audience with the new drugs and products which bring relief and help to the mentally ill. On the program, we offered free of charge to any person who would write, "Your Best Neighbor", a pamphlet entitled, "New Medicines For the Mind, Their Meaning and Promise". These pamphlets were given to us through the generosity of Smith, Kline and French Laboratories.

In an effort to create a more harmonious and productive relationship with the dental profession, we donated our television time to members of the dental profession during Dental Care Week for a program which told in great detail the importance of correct dental care and treatment. We felt this type of cooperation with a closely allied profession was a splendid opportunity to capitalize on potential prescription work in the future. It was just another way of giving the pharmacist valuable publicity at no expense.

During Heart Month we conducted a program which described the many drugs and remedies employed today in the treatment of various heart ailments. The program was highlighted with the important advice that all of these remedies could be obtained on prescription only, from your best neighbor, the friendly pharmacist.

Another strong link in sincere Public Relations was welded during Diabetes Detection Week. During this week your Public Relations Committee was most cooperative and generous with Dr. A. A. Silver the Chairman of Diabetes Detection Week activities. During this week we donated our radio and television time in a sincere effort to make this life saving project a tremendous success. We prepared timely interesting and instructive material to advise our many viewers and listeners that the pharmacist was always their best neighbor when medication for the treatment of Diabetes was needed. Dr. A. A. Silver Chairman of the drive and Dr. W. Davis of the Baltimore City Health Department were most appreciative and grateful for the assistance and cooperation we gave them in this worthy cause.

After hearing these comments about some of our television programs, some of you may ask, does anybody look at them? During the past six years we have made various checks on our audience and feel that it varies between 7,000 and 16,000 viewers per program.

We have attained this success on a public service program with all of the broadcasting being prepared and executed by members of your Public Relations Committee who receive no remuneration other than the thought that their efforts are helping to make pharmacy a finer profession in the eyes of the public.

At this point, I would like to sincerely thank all of the radio and television station owners, managers, and program directors, who have given so generously of their time and talent to assist us in making all of these programs successful. I should like also to point out that while all of these programs originate in Baltimore, they are devised, written and produced with the paramount consideration of helping and benefiting every independent pharmacist in the state of Maryland.

You have just heard a summation of one of the finest radio and television public service programs enjoyed by any pharmaceutical association in the United States. At this point it is my painful duty to inform you that as of June 1, 1959 we no longer enjoy any of this free public service time.

To eliminate unfair criticism let me explain that this loss was not brought about through any fault of your Committee, your Association, or your Secretary.

I want to inform you that as of March 1, 1959, there was a change of managership at station W.B.A.L. in both radio and television branches, and we were informed by this new group that upon order of their superiors, W.B.A.L. could no longer give us public service time, that had an estimated value of $50,000 a year. Our fifteen minute radio programs on station W.C.A.O. and W.B.M.D. were terminated due to a change in programming on these stations and the new set-up did not include any fifteen minute public service broadcasts in their format. I know this news sounds disastrous and discouraging, but we want you to know, that long before our contracts and agreements terminated fully with these other stations an aggressive effort was being made to replace these programs with others.

For many years, we have enjoyed a most harmonious relationship with radio station W.I.T.H. The staff and executives of this station have always been most cooperative in our activities, and sympathetic with our problems. As a matter of fact, six years ago they were generous enough to give us a fifteen minute public service radio program every Saturday evening for about two years.

Knowing the warm feeling W.I.T.H. had for our Association and the pharmacist, it was possible for our capable and efficient Secretary, Joseph Cohen to negotiate one of the finest radio programs we have ever received from any radio station. I might call to your attention that the monetary value of this program on W.I.T.H. is about $500 a week.

It is my pleasure to inform you that W.I.T.H. has participated in our Drug Shows, its members have supported and attended our Banquets. They have contributed many prizes to our activities, including this Convention.

As to television, I would like to tell you, the door is not closed tight, and we feel that there is a possibility of making a contact that will enable us to resume our television programs in the fall.

I should like to mention that during the past year, the Public Relations Committee was called upon at frequent intervals to make telephone calls in an effort to insure the success of some particular meeting or activity. The telephone calling work was always handled by members of this Committee during their spare time, and at their personal expense. Never once did one of these men complain that they were being imposed upon, but they gave generously of their time and effort in making the hundreds of calls necessary. We did our best to demonstrate that the independent pharmacist could function as a cooperative and cohesive unit.

Our work during the past year, was not that of any one individual, but rather the culmination of a cooperative effort of many many wonderful people. It has had its heartaches and its headaches but the magnificent spirit exhibited by this Committee made the heavy burden seem light. The brilliant results obtained in our work were due to the untiring efforts of everyone who gave unstintingly of their time and ability whenever they were called upon to help. For their ideas and encouragement, I want to particularly commend our Secretary, Joseph Cohen and his assistant Nathan Gruz.

For those days when you are discouraged and dissatisfied with business in general just remember this:

When the old acrobat was training his grandson for the trapeze, the boy made several rather ineffectual efforts to get over the bar, then his grandfather said: "Listen son, if you will just throw your heart over the bar your body will follow".

Thanks to all of you for being so nice to me.

REPORT OF MEMBERSHIP COMMITTEE

Harold M. Goldfeder, Chairman

The Membership Committee is able to report excellent progress in the past year as the result of the personal efforts of some members of this Committee as well as the great deal of time and attention of Secretary Cohen and his assistant Nathan Gruz.

Personal solicitation was continued after the convention last year and final letters were sent out to all delinquent members in October, 1958. The result was that the active membership exceeded 500 for the first time in the Association's history.

At the end of December two excellent letters were mailed out with dues bills included—one type of letter to members and another type of letter to non-members. Personal solicitations have been actively carried on by several members of the Committee, other Association members and by Secretary Cohen and Nathan Gruz. A second mailing for dues was sent out in April and a third mailing of individually typed letters were sent out at the beginning of June.

Secretary Cohen devoted time to membership matters on his trip to Western Maryland in August 1958 and on his trip to the

Eastern Shore in May of this year. These visits to pharmacies in outlying areas of the State are important in increasing and maintaining membership.

As has been the custom, the Association presented complimentary associate memberships to the senior class of the University of Maryland School of Pharmacy upon completion of their studies.

One of the gratifying signs of progress in the attitude of the pharmacists of our State toward membership, was the decision by the employee pharmacists of the Allegany-Garrett Counties Pharmaceutical Association to join the Association as Active members. This certainly is a step forward which should be encouraged in all sections of the State.

With all this activity on the part of both our members and staff we are pleased to report the following membership figures.

	Active	*Associate*	*Affiliate*	*Totals*
Convention 1958	463	179	9	651
December 31, 1958	515	226	11	752
Convention 1959	537	223	14	774
Increase	74	44	5	123

This is the first time that membership figures at Convention time have exceeded the total for the end of the preceding year.

I would like to point out that some areas of the State in particular are granting the Association excellent membership support. The following counties have at least one active member in every independent pharmacy: Caroline, Garrett, Howard, Queen Anne, Washington, and Worcester. The following counties have active members in all but one independent pharmacy: Allegany, Carroll, Frederick and Somerset. Let all of us work to make every area 100% in membership.

It should be pointed out that by February 1 of each year about 50% of the members have paid their dues, which of course is payable in advance. About 25% pay by May 1, and the remaining 25% during the balance of the year. There would be a great saving in time, effort and expense if all would remit their dues promptly, upon receipt of their dues bills.

Although no meetings of the Membership Committee were held, the Chairman maintained frequent contact with the Association office. The Association staff worked throughout the past year with members of the Committee and was in communication with many of the members in behalf of membership activity.

In spite of the great progress the Association has made, the Membership Committee and the Association staff needs the assistance of all officers and members at large to contact every pharmacist to join the Association. In addition, executives of firms calling upon pharmacies should be solicited for Affiliate membership. The representatives of firms calling upon you are eligible for Associate membership.

My sincere thanks to all of you who have worked so hard to make the past year such an outstanding success in membership progress.

REPORT OF THE COMMITTEE ON THE SCHOOL OF PHARMACY UNIVERSITY OF MARYLAND

James P. Cragg, Co-Chairman

The School of Pharmacy Committee of the Maryland Pharmaceutical Association held three meetings during the year at the new Dunning Hall of the School of Pharmacy of the University of Maryland.

The principal matter under consideration during the past year has been the matter of a model pharmacy for the new pharmacy school building. The Committee decided that a model pharmacy should be incorporated in Dunning Hall. Members of the Committee have worked during the past year to interest financial sponsors for the project.

Dunning Hall was dedicated with impressive ceremonies on December 4, 1958 at which time a plaque honoring Dr. H. A. B. Dunning was presented to the University of Maryland. The plaque was provided by funds from the Maryland Pharmaceutical Association, Baltimore Metropolitan Pharmaceutical Association and the Alumni Association of the School of Pharmacy. Since the dedication ceremonies had to be held in a building on the Baltimore campus and the recreation room of the Psychiatric Institute has the largest accommodations, namely, approximately 200 persons, it was impossible for the School of Pharmacy to extend invitations to as many alumni and friends of the school as the school felt should be invited.

Pharmacy in the State of Maryland has also worked in behalf of the new Student Union Building for the professional schools in Baltimore. A fine building with excellent dormitory accommodations, cafeteria and recreational facilities is rapidly rising on Lombard Street, not far from the Kelly Memorial Building. Under the leadership of Joseph Cohen, $12,000 of the $15,000 total pledged by pharmacy in Maryland, has been raised for the Student Union Building. In addition, it has been announced that Dr. Dunning has provided $35,000 for Pharmacy fellowships.

I wish to thank the members of the Committee for the time and efforts devoted to the meetings and duties of this Committee.

REPORT OF THE PUBLICATIONS COMMITTEE

George J. Stiffman, Chairman

Given by Nathan I. Gruz

The Publications Committee is concerned with the publication of "The Maryland Pharmacist", official organ of the Maryland Pharmaceutical Association. The committee seeks methods of improving the journal so that it may be of maximum service to the Association and its membership as a source of information and as a source of revenue through advertising.

The Committee Chairman has conferred several times during the past year with Editor Joseph Cohen and his assistant Nathan Gruz. The full committee held one meeting at which time its was decided to seek more local news from various organizations. Individual members were assigned the following organizations to contact: University of Maryland School of Pharmacy, State Board of Pharmacy, Prince Georges-Montgomery Counties Pharmaceutical Association, Maryland Society of Hospital Pharmacists, T.A.M.P.A., and L.A.M.P.A. As a result, more news has been received, especially from the School of Pharmacy and the Prince Georges-Montgomery County Pharmaceutical Association. Letters to the Editor are also being encouraged.

During the past year the journal staff has increased advertising by the addition of more advertisers and increasing the space of some advertisers.

The Editor is seeking the cooperation of membership in obtaining local news and personal items, but he points out it must be submitted promptly as it takes about 30 days to get an issue out. Delay in submission of news and receipt of advertising copy causes delay in publication.

The committee also discussed the necessity for increasing advertising rates due to the constantly rising costs of paper, printing. mailing and office personnel.

In conclusion, "The Maryland Pharmacist" ranks high in editorial and informational quality, as well as in advertising, among State Pharmaceutical Association Publications. It merits greater cooperation and support from the membership at large. Send in the news promptly and show the advertisers you appreciate their consideration by sending them notes of thanks as well as giving your personal thanks to their representatives who call on you.

The financial condition of "The Maryland Pharmacist" is included in the Treasurer's Report.

REPORT OF THE LEGISLATIVE COMMITTEE

Henry M. Golditch, Chairman

It is needless for me as Chairman of the Legislative Committee of the Maryland Pharmaceutical Association to consume your very valuable time in order to outline—to this assemblage—the basic functions and routine work neessary for the Legislative Committee. Suffice to say, the basic purpose of the Legislative Committee is to introduce legislation when necessary for the betterment of our Profession and endeavor to prevent any legislation that might be detrimental to our cause.

This has been my first year as Chairman, and I cannot recall any previous year when the Legislative Committee has been deluged with so many bills affecting our Profession; a year in which factions within our Profession were unfortunately unable to resolve their differences of opinion in respect to "introductory legislation". I have absolutely no intentions of washing our linens before this assemblage, but I would certainly feel remiss were I not to remind those gathered here today, or those who may read this report when published, of the unfavorable impressions created in the minds of the members of the Legislature and of their possible attitude towards any proposal we may have in mind for our Profession in the NEAR FUTURE. We should, by this time, be convinced that when we have another occasion to go to Annapolis—WE MUST GO THERE AS A UNITED GROUP AND WITH EQUAL FERVOR AND DETERMINATION, that, *what* we shall seek, is for the good of our Profession and Public Health and Welfare. Any disagreement among ourselves that will be carried to Annapolis will *AGAIN* result in frustrating *chaos* and *resentment* towards us by the members of the Legislature. Let us not forget, for one moment, that the once favorable impression and respect enjoyed by Pharmacy in Annapolis has been dealt a very severe blow. DAMAGE HAS BEEN DONE, and it is my personal opinion that it will take the greatest amount of diplomatic measures and leadership to restore Pharmacy again to the exalted pinnacle it once enjoyed. Perhaps, out of this experience, will come a ray of sunshine. I wish there were some force outside our Profession towards which we could possibly lift the FINGER OF BLAME FOR OUR PREDICAMENT; but, Pharmacy can only blame itself for our existing dilemma.

Please, Gentlemen, let us all resolve our differences and get together and fight for a common cause on a common front. My brief experience has taught me that any worthwhile legislation is gotten by compromise, and we should endeavor—for the benefit of our Profession—to exert every effort to straighten-out our differences, as far as it is humanly possible, before introducing any new legislation. What has happened is water over the DAM. To err is only human, but it would be unforgivable to make the same mistake twice. United, we can and must succeed; but, working individually can only result in FAILURE.

Before I give you a brief review of the bills and actions taken or initiated by your Legislative Committee, I would like to bring to your attention those resolutions introduced at last year's Convention whose "carrying through" had to do either directly or indirectly with the Legislative Committee.

1. Resolution having to do with Misleading Advertising:—Baltimore City has on its books now, an ordinance eliminating this unfair media of competition. On the National level, this problem has been taken up by the Health, Education and Welfare Commissioner and as a result of this action, the Federal Trade Commission and the Food and Drug Administration have set up the mechanics for combating this thorn. Manufacturers, advertising agencies, and etc. have been given notice as to the Federal feeling toward this matter.

2. Fair Trade Resolution:—No doubt, our eminent Fair Trade specialist and authority, Simon Solomon, will bring us up to date on this most important subject at the Convention.

3. Resolution having to do with the taking back for credit unused portions of prescriptions:—The Maryland Board of Pharmacy was advised as to this existing condition and its problem, and they are working on regulations to be included in the Pharmacy Code to help combat this problem.

4. Resolution calling for a survey as to the effects of the Durham-Humphrey Law upon retail Pharmacy:—Norman Levin has been assigned this project, and we are due a report of his work and analysis at this Convention.

5. Resolution having to do with imprinting of ℞ blanks with the name of a pharmacy appearing on same:—Harold Goldfeder has been assigned the project of "activating" our Code of Ethics within which this resolution should fall; and, we also expect to hear from Harold Goldfeder during this Convention.

Many thanks for your kind attention. But, before I end this report, may I have the pleasure of mentioning the names of those men who served on the Legislative Committee with me and without whom, if progress is to be accorded, said progress could not have occurred. They are: Howard L. Gordy, Co-Chairman, W. Albrecht, M. Lindenbaum, L. B. Myers, V. G. Mercer, J. R. Reed, A. C. Eldridge, H. M. Goldfeder, H. Lamkin, J. Marmor, J. L. Muth, L. N. Richardson, Si Solomon, J. F. Wannenwetsch, E. J. Snellinger, M. J. Schnaper, Noel Foss, C. W. Englander, A. G. Padussis, L. M. Hendler, Frank Block, S. Portney, M. Klepfish, A. L. Batie, D. Newman, W. C. Hill, G. A. Mouat, J. A. Crozier, M. J. Fitzsimmons, A. A. Hayman, N. J. Levin, L. R. Martin, J. A. I. Parker, G. W. Schmidt, E. W. Sterling, S. E. Webster, W. J. Connor, Frank Balassone, H. Taetle, C. W. Hanks, C. E. Guild, D. Fedder, V. Morganroth, and A. Dickman.

REPORT OF PHARMACY WEEK COMMITTEE

Milton A. Friedman, Chairman

Given by Nathan I. Gruz

To the President:

I am indeed pleased to be able to give you so fine a report of the activities of our committee this past year. National Pharmacy Week was founded in 1924 and provides an opportunity for all branches of pharmacy, as well as individual pharmacists and others in the drug industry, to unite in a great movement to impress upon the public the essential services of pharmacy and to create a deeper appreciation of pharmacy's notable contributions to community and national health.

Our committee worked diligently to tell the story of our noble profession during National Pharmacy Week throughout the State of Maryland. We can feel justly proud of the results of this effort.

The story has been published in the November 1958 issue of THE MARYLAND PHARMACIST and the December issue of the same journal carried the names of the winners of the window display contest. These I wish to repeat here for the record. The State-wide winners were:

FIRST: Morris L. Cooper, Baltimore
SECOND: William W. Seechuk, Baltimore
THIRD: Read Drug & Chemical Co., Harundale

The committee wishes again to congratulate these winners, and all of the other pharmacists who competed, for their interest in creating such fine displays. We are certain that pharmacy as a profession has benefited a great deal in this State by these efforts. In addition, we had the honor of entering a national prize winner; the window of Mr. Morris L. Cooper took fourth prize nationally.

We quite agree with the Editor of THE MARYLAND PHARMACIST when he said,

> "The interest shown in Pharmacy Week this year is a tribute to the pharmacists of Maryland. Enthusiasm and interest reached an all time high culminating in both a public and professional relations success".

Proclamations designating October 5 to 11 as Pharmacy Week were issued by Governor McKeldin, by Mayor D'Alesandro (Baltimore), Mayor Burhans (Hagerstown), Mayor Ellington (Annapolis), Mayor Smith (Havre de Grace), Council President Barnes (Easton), and the same was effected in Silver Springs, Salisbury, Cumberland, Frederick and Prince Georges County.

There was a tremendous response throughout the State in newspapers, radio and television, both voluntary and purchased space, in both editorial and advertisement forms. This brought our story right into the homes of all Marylanders. There were many public displays and exhibits in banks, libraries, etc., throughout the State.

We are very proud to be able to report that 100% participation was realized among the pharmacists of Annapolis, Easton, Cumberland, and Hagerstown, and others approached 100% participation.

I want to pay especial thanks to my committee for this excellent accomplishment. A hearty "well done" to: Victor H. Morgenroth, Jr., H. Nelson Warfield, William C. Hill, Arthur C. Harbaugh, Melvin J. Sollod, W. D. Timmons, H. E. Schindel, Aaron M. Libowitz, David Newman, Morris L. Cooper, Robert Keech, Alvin J. Fainberg, William Y. Kitchin, A. S. David and Howard L. Gordy.

REPORT OF PHARMACY COMMITTEE

Norman J. Levin, Chairman

The sole project of the committee was the Durham-Humphrey questionnaire so this report will deal with a resume of said questionnaire.

A questionnaire requesting the opinion of Pharmacists in Maryland concerning the effect of the Durham-Humphrey Amendment to the Federal Food Drug and Cosmetic Act was mailed to pharmacists in April 1959. The numerical response was as follows:

Mailed—773
Replies—331
Too late for inclusion—3
Incomplete—2

Replies used in study 326 or 42% of those mailed.

A tabulation of the responses by counties was further tabulated into district areas of the association, except for Baltimore City and Baltimore County which are reported as one area. The figures for the Central District, therefore, do not include Baltimore City.

There is a relatively high degree of correlation in responses between the districts, the total survey figures thereby reflecting fairly well uniform attitudes on the part of pharmacists in all parts of the State, both urban and rural.

A study of the compilation of results reveals the following noteworthy features.

1. The response by 42% of those receiving the questionnaire was a pleasing surprise.

2. Only 2 pharmacists were not familiar with the Act and 2 admitted to being partially familiar with it. In view of the strong opinions of so many respondents it is surprising that 40% do not have a copy of the subject law.

3. Effect on prescription practice. Although more than half (56%) believe the Act interferes moderately or a great deal almost half (46%) say the Act has not affected their prescription practice. An exception was the Southern District, especially Prince Georges and Montgomery Counties which reported a relatively high percentage for 2a—Increase ℞. The Southern, Northern and Western Districts indicate more than the average figures for moderate interference with ℞ practice.

4. Physicians familiarity with Act. 1/3 of the respondents consider most physicians to be familiar with the functions of the Act. It is important to note that although 43% stated "some physicians", 24% believed "perhaps a few" or none were familiar with the Act. Scattered throughout the returns were a number of references to the need for an educational program on the Act for physicians.

5. Refills marked. It is noteworthy that 39% reported "most" of the prescriptions received were marked with the number of refills and 52% reported "some" prescriptions were marked.

6. 86% stated they request refill information over phone on oral telephone prescriptions.

7. 92% conform to the Board regulation and use NR stickers where indicated and this was uniformly observed throughout the State.

8. Percentage of oral prescriptions. 7% reported less than 10%. A total of 39% reported 25% to more than 50% telephone Rs.

9. Calling physician for authorization to refill prescriptions. Many respondents checked more than 1 category. 53% stated they spoke to physicians directly or through his office girl.

10. Although the division of opinion, 55% yes and 42% no—seems fairly even as to objecting to an office girl authorizing refills the 42% figures includes a small percentage who qualified their "no" reply by stating they did not object if they were assured that the physician had in fact authorized the girl to speak.

11. It is obvious that the large majority (75 %) of the pharmacists believe that refill designations on prescriptions should be compulsory. Only 19% said no and 6% did not reply.

12. Opinion of PRN. This question produced the greatest variation of replies. However, the most commonly held are:

(1) refill up to 6 months (25%)
(2) Indefinite time (22%) qualified by 6% for chronic conditions
(3) Should be left to pharmacist's judgment (20%)
(4) Physician should specify (13%)
(5) 6% voiced their general dissatisfaction with the term PRN.

13. Despite the many varied opinions the majority—55%—believed the Act should remain as is, although a substantial number—34 %—believed the Act should be amended. Only 4% were for repeal. Several respondents who were for the status quo questioned the professional and ethical attitudes of their pharmacist colleagues and did not believe pharmacists could be relied on to consider patient welfare before financial gain.

14. Despite the fact that 1/3 expressed the opinion that the Act should be amended only 1/4 suggested amendments that were actually concerned with the Act. Of these the chief suggestions given was for compulsory designation of refills. The second major suggestion was to permit greater exercise of professional responsibility and judgment on the part of the pharmacist.

15. The chief alternative mentioned by those few in favor of repeal was to grant the pharmacist greater discretionary powers and responsibility in handling legend drugs.

As we stated previously 42% answered the questionnaire and though this is considered high it is normal for a professional group. However, it should be borne in mind that 58% did not answer. The question arises as to whether this 42% is a cross section of pharmacists of Maryland or is composed of the more conscientious and professionally minded pharmacists.

Conclusions—

1. Most pharmacists are familiar with the Act.

2. PRN seems to be an indefinite term and perhaps it should be defined legally.

3. The burden of the successful operation of the Act seems to rest with the pharmacist.

4. The pharmacist should have more professional responsibility.

The factual information in this report was compiled by the Assistant to the Secretary, Mr. Nathan Gruz and most of this report was written by him for which we are thankful.

REPORT OF THE COMMITTEE ON CIVIL DEFENSE

Gregory W. A. Leyko, Chairman

Given by Victor H. Morgenroth, Jr.

Colonel, John M. Welch, Chief of Medical Services in Civil Defense, State of Maryland, has submitted the following for pharmacists and what a pharmacist would be expected to do in this State, in event of a nuclear attack.

This is from Colonel Welch's letter: "In caring for casualties during a Civil Defense emergency the Health Services in Maryland would depend essentially on two types of Casualty Units—the Casualty Clearing Station and the Emergency Hospital, plus safely located existing hospitals. The Casualty Clearing Station groups, which are mobile units, have been organized in Baltimore City and in all of the counties, but many of them are lacking in the required number of personnel. The Emergency Hospitals, which would be fixed units, have only recently been allotted locations throughout the State under the provisions of the State Survival Plan. Assignment of personnel to these Emergency Hospitals is only in the beginning stage.

Where would a Pharmacist fit in the functioning of these units?

> "I conceive of all pharmacists as well grounded in human anatomy and also in physiology with particular reference to the action of drugs. The pharmacist's knowledge of the human body certainly puts him far ahead of the volunteer novice in understanding the reactions to be looked for in the case of shock, the essentials of sterility in caring for wounds, the location of pressure points in controlling hemorrhage, etc.
>
> However, if he is to feel prepared to care for the injured when left to his own resources, he would undoubtedly wish to take one of the standard first aid courses, provided he has not recently had a similar course at his School of Pharmacy or elsewhere. Such a course should come easy to him, but it would serve to refresh his information on the splinting of fractures, procedures in artificial respiration, etc.
>
> Pharmacists can be regarded therefore as having a head start in preparing themselves to function as *first-aid technicians* in Casualty Clearing Stations or Hospitals. The basic first-aid preparation would be supplemented by further training and rehearsal in surgical techniques after assignment to a unit.

These assignments are of vital importance in complementing the work performed by physicians in such units.

With reference to other positions in these medical units that a pharmacist could fill, I would conclude the following from the nature of the pharmacist's profession and occupation:

Most pharmacists, it would seem, operate an establishment. This certainly requires preoccupation with administrative details of a wide variety, and also of a nature concerned with alleviation of the ills of the public. The business interests involved require the planning of duty schedules, arrangement of space, inventories of supplies, cost and income records and cultivation of effectiveness in relation with the public. We need a person of such background as an *Administrator* in each Casualty Clearing Station, and as administrators in our Emergency Hospitals.

I do not mean that only pharmacists can perform this function, and actually a number of executives and school principals have already been selected for some of these administrative places in our existing units. However, I consider that pharmacists, especially those running establishments and having wide acquaintance in the communities furnishing personnel for these units, should be especially well fitted as administrative officers for Casualty Clearing Stations; and also for Emergency Hospitals, where trained hospital administrators are not already available.

Besides care of the sick and injured in Casualty Stations, we have the problem of conservation of supplies, and also the recording of diagnoses and treatments. The individual in a Casualty Station who is delegated the responsibility of controlling and accounting for drugs and other supplies (*supply aide*) could best be a pharmacist, inasmuch as such checking and requisitioning is in the very nature of his daily business. The *chief of the clerical personnel* in a Casualty Station could well be a pharmacist also, especially considering that the entries to be made entail the dosages of drugs administered, which clerks, even of considerable training, might record improperly especially when rapidly dictated.

What has been said in regard to recording and supply personnel for Casualty Stations applies even more particularly in assignments to Emergency Hospitals; and, of course, the position of *pharmacist* for each of the two 12 hr. shifts in an Emergency Hospital should be filled only by registered pharmacists. The 36 of these hospitals we plan for would thus require 72 pharmacists. For each Emergency Hospital two pharmacy aides would also be required. In a nuclear emergency the expanded patient load in existing hospitals could also be expected to enlarge the demand for pharmacy personnel doing hospital duty.

While it might require some added training, I would also consider the pharmacist as a particularly hopeful prospect in preparing for the duties of *laboratory technician* in our Emergency Hospitals. Individuals professionally trained in these duties are bound to be far too few.

Plans are now being completed for establishment of Centers in which the evacuated population could be gathered and sheltered in the expected disruption following a nuclear attack. One hundred and four such centers in the State outside of Baltimore City have been designated, as well as seven for the City in event support action there is possible. In each Center it is expected to establish an Out-patient Dispensary requiring the services of 8 pharmacists. Thus the total of 111 of these Dispensaries could conceivably require 888 pharmacists.

However, since life-saving work would receive priority at the outset, it is quite possible that many of the pharmacists destined for duty with these Dispensaries would not join them until required field functions had been completed by the Casualty Clearing Stations to which they would probably have been initially assigned."

Now, it is evident from this communication that a great deal of work must be done with pharmacists in this State, in order to meet these requirements, and implement Civil Defense Units with pharmacists. A great deal of letter communication, phone calls, and meetings will be required. The individuals in charge of the Casualty Clearing Stations of each of the twenty-three counties, the Emergency Hospitals and Evacuation Centers, must be met with, so that pharmacists in each particular area, may be urged to join the unit nearest them.

I therefore suggest that, the governing body of the Maryland Pharmaceutical Association give consideration to having the present office staff, of the Maryland Pharmaceutical Association, integrated into the Civil Defense System, along with an advisory committee of pharmacists. In this way the fullest use of the existing administration procedures can be made in civil defense participation.

CONCLUSION

President Block concluded the First Session with a commendation to all Chairmen and their committee members for the excellent work accomplished and for the fine reports rendered. The President emphasized the importance of participation and prompt attendance at all meetings. He announced that "Early Bird" attendance prizes would be awarded each morning. He requested as many as possible to turn in questions before the beginning of the panel discussion the following day. It was requested that badges be worn at all times.

Secretary Cohen announced that the Report of the School of Pharmacy and the Board of Pharmacy would be held over until the following day.

The First Session was adjourned at 5:45 P.M.

SECOND SESSION

Tuesday, June 30

The Second Session of the Seventy-seventh Annual Convention of the Maryland Pharmaceutical Association was called to order in the Ballroom by President Block at 11:00 A.M. The attendance was excellent.

President Block asked those present to rise for the Invocation by Harold M. Goldfeder:

"Almighty God and Merciful Father, with humble hearts we pour forth our thanks unto thee for having sustained us in carrying on our activities during this past year. In continuing our discussions at this convention we pray thee endow us with vision, vigor and inspiration to carry forth to a successful conclusion the work we have started. We thank Thee who has given our leaders wisdom and guidance. Help us to eradicate intolerance, prejudice and malice from our midst. Oh! hasten the arrival of that long awaited day when justice and mutual trust may fill the hearts of men in nations everywhere. When fear and insecurity shall be surplanted by universal peace and brotherly love and when genuine liberty and freedom from fear shall flood the world as the waters cover the sea. Amen."

REPORT OF THE SCHOOL OF PHARMACY, UNIVERSITY OF MARYLAND

Dr. Noel E. Foss, Dean

This report deals with the fiscal year of the University of Maryland, namely, July 1, 1958 to July 1, 1959.

Enrollment:

The enrollment at the beginning of the 1958-59 fiscal year was as follows:

Freshmen	69
Sophomores	52
Juniors	54
Seniors	49
Total Undergraduates	224
Specials	1
Physical Therapy Student	1
Graduates	27
Total Enrolled	253

One freshman was readmitted; three sophomores, one junior and two seniors (former students readmitted after having been away from the University for a year to attend another college to show that they could carry collegiate work in a commendable manner or after returning from the armed services).

The total number of veterans enrolled the first semester was eighteen.

The number of undergraduate girls enrolled was twenty-two.

The total number of undergraduate students was six less than the 1957-58 enrollment largely because of the decrease in the number of sophomores.

The number of seniors graduating in June, 1959 was forty-three.

Recruitment Of Students:

The Student Recruitment Committee of the Alumni Association under the able leadership of Mr. H. Nelson Warfield, continued its splendid work during this past year. The program during the past year has been presented in 27 high schools and junior high schools, or to a total of approximately 2,250 students. Perhaps the highlight of the recruitment program during the past year was the program presented at Hagerstown over a closed circuit television system to the Washington County Junior and Senior High Schools and arranged through the courtesy of Mr. Arthur Harbaugh, a member of the Maryland Board of Pharmacy. Miss Catherine Beachley, the director of the program, was most cooperative and she later reported that the program had been very well received. Although other professional groups had presented programs of this type over closed circuit television, we understand that our program was the first one of this type pertaining to pharmacy.

The School deeply appreciates the continued support and cooperation of the many members of the Maryland Pharmaceutical Association and the Baltimore Metropolitan Pharmaceutical Association for their assistance in recruitment.

Scholarships:

The School of Pharmacy would like to express its appreciation for the continued support of the donors of respective scholarships, namely, Alumni Association of the School of Pharmacy, of the University of Maryland, Maryland Pharmaceutical Association, Noxzema Foundation, Read's Drug Stores Foundation, Inc., Carroll Chemical Company, American Foundation for Pharmaceutical Education, Advertising Club of Baltimore, the Prince Georges-Montgomery County Pharmaceutical Association and the A. M. Lichtenstein Scholarship. Although some of you may have seen a short notice in the newspapers about the Lichtenstein Scholarship, you will be interested to know that this scholarship was established by Mrs. Lichtenstein in memory of her husband of the class of 1889. The total bequest amounted to approximately $40,000 and the interest from this money on deposit with the University will be used for a scholarship for a deserving student from Allegany County, the home of the Lichtensteins.

The number of applications for scholarships has continued to increase and it is evident that the publicity and recognition extended the recipients will stimulate even greater interest among other students so that they may qualify for the respective scholarships.

The Rose Hendler Memorial Loan Fund established by L. M. Hendler and family, was again used to assist students in need for financial assistance.

This year qualified students in the University, including those in the School of Pharmacy, were eligible to apply for loans provided by Congress under the title "National Defense Student Loan Act." Eligible students may loan up to $500 per semester to a maximum of $4,000. The loans draw interest at the rate of 3% one year after graduation and must be paid within 10 years. Several of our students qualified for the loans and we have just approved more applications for the first semester of the 1959-60 scholastic year.

Faculty:

Dr. Frank P. Avonda, who completed requirements for the B. S. degree at The City College of New York in 1948, the A. M. degree at Columbia University in 1949 and the Ph. D. degree from The Ohio State University in 1953 with a major in chemistry, joined the staff this past September as Assistant Professor while Dr. F. M. Miller, Associate Professor of Chemistry, was on sabbatical leave in Europe. Dr. Avonda is an excellent teacher and we are pleased to have him on our staff. Although we are sorry that he could remain with us only one year, I am pleased to inform you that Dr. Miller will return in September to his regular position as Assistant Professor in Chemistry.

Dr. Ralph F. Shangraw, who earned his B. S. and M. S. degrees at the Massachusetts College of Pharmacy and completed the requirements for the Doctor of Philosophy degree with a major in pharmacy at the University of Michigan in August 1958, joined the staff as Assistant Professor of Pharmacy on September 1, 1958. Dr. Shangraw has brought many new ideas to our school and has been a conscientious and stimulating teacher in both the graduate and undergraduate programs.

Dr. Harkishan Singh, who earned his Ph.D. degree at Banaras Hindu University in 1956, joined the School in the fall of 1958 as a post-doctoral fellow in pharmaceutical chemistry. This is the first post-doctoral fellow that we have had in the School of Pharmacy for some years and we are very pleased with Dr. Singh's contributions.

Dr. A. W. Richeson, who was on sabbatical leave during the academic year 1957-58 for the purpose of conducting research in the field of the development of technology in England from approximately 1500 to 1800 A.D., returned to rejoin the staff of the School on September 1, 1958.

Graduate Program:

The total enrollment in the Graduate Division remained the same as in 1957-58, namely, an enrollment of 27 students. Seven students completed requirements for the M. S. degree and three for the Ph.D. degree during the year. The graduate program in Pharmaceutical Chemistry has continued to receive substantial financial aid from sources outside of the University. In addition to the fellowships provided by Dr. H. A. B. Dunning and the Noxzema Foundation, additional fellowships were provided by the National Institute of Health, the Sterling-Winthrop Research Institute and the American Foundation for Pharmaceutical Education.

Faculty Activities:

Dr. Norman J. Doorenbos, Associate Professor of Chemistry, attended the Teachers' Seminar on Pharmaceutical Chemistry sponsored by the A.A.C.P. and A.F.P.E. in Minneapolis, Minnesota, in July 1958. Dr. Doorenbos also attended the Gordon Conference on Medicinal Chemistry held at Colby Junior College in New London, New Hampshire, in August 1958.

Dr. Frank J. Slama, Professor of Pharmacognosy, attended the Plant Science Seminar in Big Rapids, Michigan, in July 1958.

Dean Noel E. Foss and Dr. Frank J. Slama represented the School of Pharmacy at the Regional Meeting of the Maryland Pharmaceutical Association held in Urbana, Maryland, in October 1958. Dean Foss and Dr. C. T. Ichniowski, Professor of Pharmacology, represented the School of Pharmacy at the meeting of District No. 2, Boards and Colleges of Pharmacy, held in Niagara Falls, Canada, in October 1958.

Dr. Leslie C. Costello, Assistant Professor of Zoology and Physiology, represented the School of Pharmacy at the meeting of the A.A.A.S. held in Washington, D.C., on December 26-31, 1958. Dean Foss was a delegate from the A.A.C.P. for the same meeting.

Dean Foss attended the Remington Medal Presentation Dinner for Mr. Eli Lilly in December 1958.

Dean Foss and Mr. Dean Leavitt represented the School of Pharmacy at the Regional Meeting of the Maryland Pharmaceutical Association at the Indian Springs Country Club in Washington, D.C., in January 1959.

Dr. Frank Slama, Class Advisor to the Junior Class, accompanied the juniors and seniors to Indianapolis for an inspection of the plant and laboratory facilities of Eli Lilly and Company.

Dr. Donald E. Shay, Professor of Microbiology, attended Becton-Dickinson lectures on sterilization held in February 1959 at Seton Hall College of Medicine.

Dean Foss attended the Pharmacy Congress held at St. John's University College of Pharmacy in Jamaica, New York, in March 1959.

Dr. Shay represented the School of Pharmacy at the annual meeting of the Society of American Bacteriologists in St. Louis, Missouri, in May 1959.

Dr. Frank Slama represented the School of Pharmacy at a testimonial dinner given by Temple University School of Pharmacy for Dr. Eby, Professor of Pharmacognosy, for many years of distinguished service.

Dean Foss attended the Pharmacy Congress held at St. John's University College of Pharmacy, in March 1959.

Dr C. T. Ichniowski and Dr. Leslie C. Costello attended the meeting of the Federation of American Societies for Experimental Biology held at Atlantic City, New Jersey, in April 1959.

Mr. Dean Leavitt attended the Regional Meeting of the Maryland Pharmaceutical Association held in Easton, Maryland, in May 1959.

Members of the faculty of the School of Pharmacy traveled to College Park on numerous occasions during the year to attend meetings of commitees, the Faculty Senate and other meetings.

School Activities:

The moving of the facilities from the building at 32 S. Greene Street to the new building at 636 W. Lombard Street, were completed during the summer of 1958.

Activities in the fall commenced with the Freshman Orientation held on September 12th in charge of Dr. A. W. Richeson, Freshman Class Advisor.

On March 1, 1959, a panel of students from our School was featured on the television program, "To Promote Good Will".

Dedication Of Dunning Hall:

On December 4, 1958, the new School of Pharmacy building was dedicated and named in honor of Dr. H. A. B. Dunning, an illustrous and generous alumnus of the School. The program included remarks from Dr. Dunning, former Governor Theodore R. McKeldin and President Wilson H. Elkins. Mr. Charles P. McCormick, Chairman of the Board of Regents, dedicated Dunning Hall and unveiled a plaque of Dr. Dunning, provided and erected through the generosity of the Alumni Association of the School of Pharmacy, Baltimore Metropolitan Pharmaceutical Association and the Maryland Pharmaceutical Association. Dr. Louis C. Zopf, Dean of the State University of Iowa College of Pharmacy and President of the American Association of Colleges of Pharmacy, gave the address for the occasion. Following the dedication ceremonies, the guests toured Dunning Hall.

Open House:

On Friday, April 10th, the School of Pharmacy held "Open House" for Dunning Hall and part of the building at 32 S. Greene Street retained by the School of Pharmacy. As in the past, there were displays and demonstrations in various laboratories and lecture rooms by students and faculty. Over 400 persons registered for the event and many favorable comments were received from the visitors.

Student Activities:

Student activities this year included one dance at the Blue Crest, Picnic at Herring Run Park in May, Senior Prom at the Belvedere Hotel on June 1st, and the Sixth Annual Convocation of the School of Pharmacy was held at the Westminster Presbyterian Church on June 3rd. In addition, seniors visited Eli Lilly & Company in Indianapolis, Indiana, in February, the Headquarters Building of the American Pharmaceutical Association in Washington, D. C., and the Pharmaceutical and Research Laboratories of the National Institute of Health at Bethesda, Maryland, in May. The senior class also visited H. B. Gilpin Company in Baltimore to observe the operations of a wholesaler.

The Alumni-School Of Pharmacy Joint Activities For Students:

The Alumni Association sponsored the 12th Annual Frolic in November at the Straus Auditorium and the annual Alumni Dance on February 12th. All students and faculty were invited as guests of the Alumni Association to the Dance. On June 4th, the Alumni Association held its annual banquet and dance at which members of the graduating class and their guests were invited as guests of the Alumni Association and School of Pharmacy. The School is very appreciative of these activities sponsored by the Alumni Association.

Student Government Alliance:

The Student Government Alliance under the able leadership of its President, Mr. Alfred Schwartzman and the other officers for 1958-59, had an excellent year. All of the class and alliance officers were most cooperative with the administration and faculty of the School of Pharmacy.

Buildings:

A million dollar library for the health schools, located at the corner of Greene and Lombard Streets in Baltimore, was commenced in the summer of 1958 and it is expected that it will be completed about the first of 1960. A million, four hundred thousand dollar Baltimore Union Building was likewise started in the summer of 1958 and it is expected that it will be completed the early part of 1960. In addition to accommodations for food and lounging, the new Union Building will provide living accommodations for approximately 200 students.

Five Year Curriculum:

The new five year curriculum presented by the School of Pharmacy was approved by the University Senate in May and more recently received the approval of the President and Board of Regents of the University. All students enrolled after April 1, 1960, will be required to enter the five year program. The first two years of the curriculum will be offered at College Park or may be obtained at any accredited university or college. The last three years of the curriculum will be offered in our present facilities in Baltimore. Students may commence the five year program in September 1959 and thus be eligible for admission to the professional part of the program in Baltimore in September 1961. As has been indicated in previous reports, the five year program will provide for more training in the arts and humanities in the pre-professional part of the program. Although all phases of the professional program will be strengthened in the five year plan, only the pharmacy administration or business part of the program will be expanded to any degree. This should provide for better business and management training for the students completing the five year program.

Re-Evaluation By The American Council On Pharmaceutical Education:

In February 1959, an inspection team consisting of two representatives from the American Council on Pharmaceutical Education and one representative from the Maryland Board of Pharmacy, namely, Mr. Frank Balassone, inspected the School of Pharmacy. I am pleased to report that we received re-accreditation as a Class A school. However, after July 1, 1960, all schools will be either accredited or not accredited, with no classification. Our catalog will, therefore, indicate that we are accredited by the American Council on Pharmaceutical Education.

Conclusion:

I want to extend my sincere thanks and deepest appreciation to Mr. Halcolm S. Bailey and Mr. James P. Cragg, Chairman and Co-Chairman respectively of the Committee on the School of Pharmacy, as well as to the respective committee members; the Maryland Board of Pharmacy and especially its secretary, Mr. F. S. Balassone; the officers of the Maryland Pharmaceutical Association and the Baltimore Metropolitan Pharmaceutical Association and especially their Executive Secretary, Mr. Joseph Cohen; the President, Mr. Samuel Portney, and the officers of the Alumni Association, and particularly its secretary, Dr. Frank J. Slama; for their assistance and cooperation this past year. The support of these organizations has been of immeasurable assistance in enabling the School to continue to make progress.

ANNUAL REPORT
OF THE
MARYLAND BOARD OF PHARMACY

1958 **1959**

In compliance with the provisions as set forth in Section 258 of Article 43 of the Annotated Code of Maryland, this report is submitted to His Excellency J. Millard Tawes, Governor of Maryland, and to the Maryland Pharmaceutical Association. This is the fifty-sixth report to the Governor of the State and the forty-sixth to the Association, and covers the activities of the Maryland Board of Pharmacy for the fiscal year ending June 30, 1959.

Personnel

During the year, the Board held thirteen meetings, six of which were held at the School of Pharmacy of the University of Maryland for the purpose of conducting examinations for registration of pharmacists.

At the first meeting, the Board re-organized and re-elected Mr. S. Earl Webster president, and Mr. F. S. Balassone, secretary-treasurer. The other members of the Board were: Messrs. Arthur C. Harbaugh, Alexander J. Ogrinz, Jr., and Norman J. Levin.

At the convention of the Maryland Pharmaceutical Association, held at the Shelburne Hotel, Atlantic City, New Jersey, on June 29, 30, and July 1, 2, 1958, the Nominating Committee submitted to the Association the following names to be recommended to the Governor for membership on the Board to succeed F. S. Balassone, whose term would expire on April 30, 1959:

Francis S. Balassone, Baltimore
Frank J. Macek, Baltimore
John F. Wannenwetsch, Baltimore

On April 30, Governor Tawes reappointed F. S. Balassone as a member of the Board for a term of five years.

Examination

The Board conducted two examinations during the fiscal year, which were held at the School of Pharmacy of the University of Maryland on November 10, 11, and 12, 1958, and on June 22, 23, and 24, 1959.

There were twenty candidates for the November examination. Fifteen passed; one passed his theoretical subjects but was deficient in practical pharmacy experience, and for this reason was not eligible for the practical pharmacy examination; three failed. One applicant from New York did not appear for the examination.

There were forty-two candidates for the practical pharmacy examination who had passed their theoretical subjects at the June 1958 examination. These candidates were not eligible for the practical pharmacy examination until the November examination because of the regulation that requires all applicants for examination who have completed their college of pharmacy training after January 1, 1957, to obtain four months, of the required twelve months, of practical pharmacy experience subsequent to graduation from a school or college of pharmacy before they are eligible for the practical pharmacy examination. All of these candidates successfully passed the laboratory test.

Fifty-four candidates took the June examination. Eight were eligible for both the theoretical and practical pharmacy examination. They were successful. Forty-one passed the theoretical subjects, but were not eligible for the practical pharmacy examination. They will be examined in the laboratory work at the fall meeting of the Board.

There were four candidates for the practical pharmacy examination who had previously passed their theoretical subjects. They were successful and were registered.

The subjects assigned at the November and June examinations were as follows:

Pharmacy and Jurisprudence	Norman J. Levin
Materia Medica and Pharmacognosy	Arthur C. Harbaugh
Chemistry	Alexander J. Ogrinz, Jr.
Chemical and Pharmaceutical Mathematics	F. S. Balassone
Practical Pharmacy	S. Earl Webster

Record Of Examinations Held

November 10-11-12, 1958

Applicants	Passed	Withheld	Failed
19	15	1	3

June 22-23-24, 1959

Applicants	Passed	Withheld	Failed
54	8	41	5

Total Number Examined for Registration as Pharmacists

Applicants	Passed	Withheld	Failed
73	23	42	8

The following table shows the number of pharmacists who were registered by examination during the past ten years:

Year	Number of Pharmacists
1949-1950	109
1950-1951	41
1951-1952	63
1952-1953	65
1953-1954	77
1954-1955	50
1955-1956	96
1956-1957	60
1957-1958	53
1958-1959	79

Reciprocal Registration

Maryland continues to attract pharmacists from other states for reciprocal registration, many of whom are pharmacists who are in the armed forces and stationed in military bases in this State.

All applicants for reciprocal registration must appear before the Board for personal interviews, and no applicant is accepted until he has been approved by the entire Board. They must sign an agreement to comply with the laws, rules, and regulations surrounding the practice of pharmacy in the State.

At the December 4, meeting, the Board approved increasing the fee for reciprocal registration from $25.00 to $50.00, to become effective January 1, 1959.

The following table shows those granted registration by reciprocity:

Registered By Reciprocity

Name	Certificate Number	Date	State
Lupo, Francesco P.	5829	Oct. 15, 1958	New Jersey
Ransom, Gray Portis	5830	Oct. 15, 1958	South Carolina
Carlson, David Roland	5831	Oct. 15, 1958	Illinois
Kasser, Joseph	5832	Oct. 15, 1958	Tennessee
Northover, Edward Ralph	5833	Oct. 15, 1958	Dist. of Columbia
Decker, Allan Irwin	5834	Oct. 15, 1958	Dist. of Columbia
Stetson, Ross Clinton	5835	Oct. 15, 1958	Washington
Bass, Benjamin	5837	Dec. 31, 1958	Dist. of Columbia
Siegel, Irving Isaac	5838	Dec. 31, 1958	Georgia
Cherney, Louis	5839	Dec. 31, 1958	Ohio
Larezzo, George Ronald	5840	Dec. 31, 1958	Texas
Kerpelman, Howard Saxon	5841	Dec. 31, 1958	Virginia
Bernas, Albert Earl	5842	Dec. 31, 1958	Pennsylvania
Lew, George Ying Tank	5843	Dec. 31, 1958	Dist. of Columbia
Arapian, Ansel Geoffrey	5844	Dec. 31, 1958	Georgia
Sosnowik, Lewis	5845	Dec. 31, 1958	Dist. of Columbia
Feldstein, Benjamin	5846	Dec. 31, 1958	Massachusetts
Brooks, Jean Louise	5847	Dec. 31, 1958	Pennsylvania
Morales, Angel Rigoberto	5848	Dec. 31, 1958	Puerto Rico
Cohen, Arthur Stevens	5849	Dec. 31, 1958	Dist. of Columbia
DeMino, Leonard Joseph	5909	Jan. 31, 1959	Dist. of Columbia
Lucia, Harry Salvadore, Jr.	5910	June 30, 1959	Dist. of Columbia
Russ, Roger Michael	5911	June 30, 1959	Pennsylvania
Shoolin, Samuel	5912	June 30, 1959	Illinois
Gomez, Joseph Raymond	5913	June 30, 1959	Colorado
Salmon, James F.	5914	June 30, 1959	Pennsylvania
Watts, Edward Nathaniel	5915	June 30, 1959	Pennsylvania
Kan, Perry Harlan	5917	June 30, 1959	Ohio
Poppleton, Miller John	5916	June 30, 1959	Dist. of Columbia
Shelton, Wesley Nathaniel	5918	June 30, 1959	Dist. of Columbia
Carmel, Harry Louis	5919	June 30, 1959	Connecticut
Fisher, Donald Vincent	5920	June 30, 1959	Dist. of Columbia
Chilton, Monroe Ira	5921	June 30, 1959	Dist. of Columbia
Coombs, William Dick	5922	June 30, 1959	Pennsylvania
Koustenis, Gust George	5923	June 30, 1959	Dist. of Columbia
Josephs, Louis Charles	5924	June 30, 1959	Wisconsin
Read, Herbert Allen	5925	June 30, 1959	Dist. of Columbia
Segal, Julius	5926	June 30, 1959	Pennsylvania
Segal, Sol C.	5927	June 30, 1959	Pennsylvania
Levy, Joseph	5928	June 30, 1959	Dist. of Columbia
Shoemaker, T. A. E., Jr.	5929	June 30, 1959	Dist. of Columbia
Cherepow, John Arthur	5930	June 30, 1959	Pennsylvania
Glashofer, Sidney	5931	June 30, 1959	Pennsylvania
Colbert, Alberta Campbell	5932	June 30, 1959	Dist. of Columbia
Palchak, Robert Joseph F.	5933	June 30, 1959	Pennsylvania
King, Stonewall Corput, Jr.	5934	June 30, 1959	Georgia

The following table shows the number of pharmacists granted registration by reciprocity and the number who were certified to register in other states by reciprocity over the past ten years:

Year	Reciprocity	Certified for Registration in Other States
1949-1950	34	12
1950-1951	49	17
1951-1952	47	16
1952-1953	53	16
1953-1954	60	15
1954-1955	62	23
1955-1956	64	16
1956-1957	58	26
1957-1958	51	21
1958-1959	46	17
Total	524	179

The above table shows that Maryland has gained 345 pharmacists by reciprocity in the past ten years.

Pharmacy Permits

As of January 1, 1959, 738 permits were issued to pharmacies and 25 to hospital pharmacies in the State, making a total of 763.

There was an increase of four permits issued over the previous year. In 1958, there were 373 county and 383 Baltimore City permits issued, compared with 381 county and 357 Baltimore City permits this year. The county permits increased by 17 and the city permits decreased by 13.

The following table shows the number of pharmacies in the counties of Maryland and Baltimore City:

Allegany	19	Dorchester	5	Queen Anne's	4
Anne Arundel	32	Frederick	8	Saint Mary's	4
Baltimore	111	Garrett	2	Somerset	5
Calvert	0	Harford	10	Talbot	7
Caroline	3	Howard	4	Washington	11
Carroll	11	Kent	4	Wicomico	9
Cecil	6	Montgomery	59	Worcester	6
Charles	6	Prince George's	55		
				Total	381

Baltimore City 357

Total 738

The following table shows pharmacies opened, change of ownership, and those closed during the year:

	Opened	Change of Ownership	Closed
Baltimore City	6	13	13
Counties	22	11	6
Total	28	24	19

The following table shows the number of pharmacies opened, change of ownership, and those closed in the past ten years:

Year	Opened	Change of Ownership	Closed
1949	14	24	14
1950	24	24	7
1951	22	19	14
1952	22	16	8
1953	26	13	12
1954	36	32	24
1955	23	19	11
1956	28	20	18
1957	26	30	14
1958	28	24	19

Manufacturers' Permits

There were 122 permits issued to manufacturers of drugs, medicines, toilet articles, dentifrices or cosmetics. Applicants for original permits are required to appear before the Board and furnish all information that is considered pertinent to the conduct of such operations.

Legislation

The Board of Pharmacy introduced a Bill, known as H.B. 280, into the General Assembly. The provisions of the Bill were to amend the Pharmacy Act so as to give the Board power of revocation of pharmacists licenses under certain conditions; the annual renewal of pharmacists licenses; and the licensing of wholesalers. This Bill passed the House after being amended. It was further amended in the Senate, and, as amended, passed the Senate. However, it did not reach the House for reconcurrence.

PRESCRIPTION SURVEY—1958

Baltimore

Average Number New Prescriptions Filled in 160 out of 362 Pharmacies	7,313	10,829
Average Number Prescriptions Refilled in 160 out of 362 Pharmacies	3,516	
Average Price of Prescriptions in 160 out of 362 Pharmacies $2.50		
Estimated New Prescriptions Filled in 362 Pharmacies	2,647,306	3,910,098
Estimated Prescriptions Refilled in 362 Pharmacies	1,262,792	

Counties

Average Number New Prescriptions Filled in 164 out of 366 Pharmacies	11,103	16,931
Average Number Prescriptions Refilled in 164 out of 366 Pharmacies	5,828	
Average Price of Prescription in 164 out of 366 Pharmacies $2.72		
Estimated New Prescriptions Filled in 366 Pharmacies	4,063,698	6,196,746
Estimated New Prescriptions Refilled in 336 Pharmacies	2,133,048	

State

Estimated New Prescriptions Filled in 728 Pharmacies	6,711,004	10,106,844
Estimated Prescriptions Refilled in 728 Pharmacies	3,395,840	

Cooperative Activities

The Board maintained membership in the National Association of Boards of Pharmacy. The annual meeting of the Association, held in conjunction with the annual convention of the American Pharmaceutical Association, will be held in August, 1959, at Cincinnati, Ohio. The Board will be represented by Mr. Alexander J. Ogrinz, Jr., Mr. Norman J. Levin, and Secretary-Treasurer F. S. Balassone.

The Board also maintained membership in the Conference of Boards and Colleges of Pharmacy of N.A.B.P. District Number Two, comprising the States of New York, New Jersey, Pennsylvania, Delaware, Maryland, the District of Columbia, Virginia, and West Virginia. The annual meeting was held at Niagara Falls, Canada, on October 27 and 28, 1958. The Board was represented by Mr. Alexander J. Ogrinz, Jr., Mr. Norman J. Levin, and Secretary-Treasurer F. S. Balassone.

Finances

All funds of the Board of Pharmacy are deposited to the credit of the Treasurer of the State of Maryland, and disbursements covering the expenses of the Board are paid by voucher by the State Comptroller.

MARYLAND BOARD OF PHARMACY

Statement of Receipts and Disbursements for the Period from July 1, 1958, to June 30, 1959

Receipts

Balance with Comptroller, July 1, 1958		31,425.51	
Students' Registration Fees	73.00		
Examination Fees	1,850.00		
Reciprocal Registration Fees	1,775.00		
Certification Fees	17.00		
Duplicate Certificate Fees	90.00		
Manufacturers' Permit Fees	610.00		
Pharmacy Permit Fees	2,469.00	6,884.00	38,309.51

Disbursements

Salaries and Wages of Employees	3,230.69		
Communication	219.00		
Travel	987.57		
Contractual Services	660.30		
Supplies and Materials	461.93		
Equipment—Additional	380.73		
Fixed Charges	125.63	6,065.85	
Balance with Comptroller, June 30, 1959		32,243.66	38,309.51

President Block presented First Vice President Gordon A. Mouat. Mr. Mouat took the chair and called on President Block to deliver the annual presidential address which follows:

PRESIDENT'S MESSAGE

Frank Block

It is a pleasure to welcome you again at Galen Hall, as it is truly one of the garden spots of America. One can hardly view the magnificent scenery which surrounds the hotel without being aware of the beauties of nature so lavishly displayed. It is hoped that while we are here, we will succumb to the peace and serenity of this scene so that we may come to grips with some of our problems and thus come to some realization of how they may be solved.

We are still in a world torn by dissensions, strife, and international hatreds which perpetuate the cold war. Dangerous conditions prevail in all sections of the world, and these, of course, have their impact not only upon our international relations, but upon the welfare of every man, woman, and child in our land.

These international impacts account for our high taxation, our national outlook, and form the basis of our domestic-international policies. It is to be urgently hoped that our efforts to bring about international understanding and good-will will soon prevail and that people in all lands may enjoy the blessings of peace and international friendship.

While I shall make no attempt to discuss in detail the nature of our program at this convention, other than to say that it has been carefully considered and thoughtfully worked out, it will convey helpful viewpoints and convictions to all present.

We have adopted as our convention theme, "Pharmacy's Twenty-Five Year Plan" and speakers expert in various areas of pharmaceutical interest will be here to give us their frank and outspoken views of what lies ahead for our profession, the problems we are bound to meet, and the course of action best suited to our immediate and long-range needs.

We urge every member to be present at every business session and to do his utmost not only to make each speaker feel that he is heartily welcome, but to be so attentive to the various addresses, papers, and reports that the convention will make a real contribution to the thought and action of pharmacy in Maryland over the next several years.

The Maryland Pharmaceutical Association this year is geared to the formulation of a positive program for the next twenty-five years.

The necessity for this affirmative action is apparent when one observes the state of confusion that exists among the leaders of Pharmacy at all levels—Local, State and National.

The direction that Pharmacy is pursuing and the pattern that is developing portends a dismal future for the profession of Pharmacy.

Why all this concern at this time when business is prospering and the earnings and wealth are at an all time high? Wherefore is the projection of gloom and dejection justified in this era of luxury and the expected extended growth for industry?

In order to fully comprehend the situation as it exists today it is necessary to retrace the path of Pharmacy through the past fifty years.

It has been my privilege to have been associated with Pharmacy during the greatest revolutionary period it has experienced.

The Pharmacy of yesteryear was a very serene establishment where a pungent characteristic aroma filled the air, indicating the blending of roots, herbs and aromatics. Its physical aspects coupled with the understanding and meticulousness of the Pharmacist created an atmosphere of dignity, respectability and confidence. This confidence was well merited, because health needs were only part of the services extended, along with legal and marital advice—plus the role of arbitrator—and without realizing it the pharmacist was a sociologist, psychiatrist, analyst and confidant of the people he served.

The Doctor and Pharmacist were indeed a real team, working closely together with understanding and mutual respect, because in the realm of symptomatic medicine it was imperative that each gave of himself so that the patient could have the benefit of the best that was available.

The manufacturer and wholesaler, through their representatives and detail men, created a very wholesome liaison between the physician and the Pharmacist. Integrity and good will were the order of the day.

The economics of the time were basic to absolute necessities and anything beyond this was for the wealthy. Very few of the luxuries that we assume today as necessities had as yet appeared.

Counter prescribing up to and through the twenties was a necessary and accepted function in the practice of Pharmacy. The Pharmacist of that period was well trained through apprenticeship and schooling in the therapeutics and compounding, primarily, of galenicals as well as in the recognition of common ailments and the treatment thereof.

The economy of the time made it imperative that there be an intermediary in whom the public could place their trust before assuming an extravagant expenditure such as the services of a physician.

The physician and pharmacist relationship was excellent and there was a mutual regard and respect in spite of what seemingly was an invasion in the territory of medical practices. A few reasons as to why this practice was acceptable and welcomed was because—first, the earnings of the largest segment of the population had its limitations in bare necessities for existence. Laborious handcraft, long working hours—usually dawn to dusk at low pay eliminated non-essentials. Secondly, the mode of travel for the Doctor was a horse and buggy, if he could afford it, walking or using public conveyances such as they were. Thirdly, communication was by a telephone found in the Drug Store servicing an entire area. Since the doctor could rely only on symptomatic medicine, the pharmacist by virtue of his superior knowledge of drugs and his practical experience serviced the health requirements of the community, except in the instances where he recognized serious complications. The Pharmacist was the deciding factor as to whether a doctor was to be called and under no circumstances would he violate the trust placed in him in the performance of his duty. This is the reason you hear old customers complain about the inadaquacies of the modern Pharmacist who refuses to counter prescribe.

The transition from that period to the present is so completely revolutionary that this practice is not only frowned upon, but in many instances liable for court action as mal-practice.

This is completely understandable when one considers the practice of medicine today with specific treatment available for many diseases, the new and potent drugs and the development of preventative medicine.

The Pharmacist would be guilty of giving his customers a disservice if he recommended a mediocre remedy for a condition that required specific treatment.

The economy of the nation has changed to such a degree that the payment and use for medical services is a detail and routine. Regulations and laws forbid the selling and dispensing of these potent drugs without the benefit of a doctor's Rx—and even control the refilling of these Rx's.

The Pharmacist today recognizes his responsibility to the public and has restricted himself to the highly specialized field of compounding Rx's.

The First World War was responsible for a drastic change in the economy. People began to earn more money under the pressures of the conflict and unions became stronger and made themselves felt in the creation of specialized jobs. This brought on freer spending and keener competition for the consumer dollar. The Pharmacist began to include more and varied items to the front area of the store to attract more traffic and lessen his dependence on illness as a sole means of subsistence. This, also, attracted outside interests who recognized the potential of widely used items generally sold in a Drug Store and with the aid of apparently weak pharmacy laws degraded the professional phase of Pharmacy. Many operated as Drug Stores only because it enabled them to be open seven days a week, and the Rx department was pushed into a cubby hole. Others did not even bother to become Drug Stores, but appeared, as was known at the time, as Pine Board Stores because of the cheap construction of their fixtures. Competition became keener and price cutting or cut-rate became the method of attracting consumers.

The expansion of Chain Drug Store operations and the invasion of outside interests in the field of Pharmacy created a terrific impact in the battle for the consumer dollar. The depression era which followed cut deeply into the existence of independent operators who were struggling with their backs to the wall. Every business was seeking advantageous appealing merchandise with which to attract customers and in more profitable areas so it could survive. Drug Stores expanded so rapidly into foreign fields until any resemblance to Pharmacy was strictly coincidental, and Pharmacy became the target and butt of jokes by every comedian and writer. The standards of Pharmacy were kept flying high by many dedicated to the Profession in serving the public with dignity and honesty in spite of the economic pressures.

The passage of a Fair Trade Bill relaxed the situation and everyone breathed easier. The Drug Store, however, had taken on a new look with many added departments, but with little regard for the Rx Department.

The discovery of the sulfonamides and penicillin was the beginning of a new era for Pharmacy and Medicine. The key to specific treatment had been found and the door opened to a dream world of miracle and wonder drugs, with new hopes for people ravaged by disease. Pharmacy reacted somewhat reluctantly, but slowly and surely more emphasis was being placed on the Rx Department.

The passage of the Robinson-Patman Bill which enabled the small business man to buy right and the Miller-Tydings Act (Fair Trade) which enabled him to sell right, created a healthy economic situation.

The Second World War hastened the development of a new type of store known as the Super Store and a new type of selling—Self-Service. At this particular stage it became evident that the Drug Manufacturing Industry was undergoing great changes from general drug products and compounds to specialties. The intense competition which ensued among manufacturers for the Doctors' favor led to a very unwholesome situation in the relationship between Pharmacist and Physician. The keen competition in this field was responsible for many duplications and unethical practices at all levels. No longer was it only the small manufacturer who duplicated popular products, but the so-called ethical pharmaceutical enterprises copied these accepted products in order to get a share of the volume of business that was being created. The medical representative was no longer a favorable liaison between Doctor and Pharmacist, because in many instances the product he was detailing was a **ME TOO** preparation and to expound on its virtues would be insulting to the intelligence of the Physician, so he based his case on price and more times than not inferred that the Pharmacist was responsible for high prices or gouging. It is not my intent to single out any one group for all the improprieties that developed, but rather to say that each made its contributions.

The Durham-Humphrey Law was the result of these malpractices which extended from the manufacturer to the ultimate consumer. Regardless of your feelings about this law, and I know there are differences of opinion, legislation was necessary to curb and restrict the sale of potent and dangerous drugs and particularly the new highly sensitive and potent medicaments.

Revolution can achieve wonderful and complete changes which might not otherwise be accomplished except through long years of slow processes, but many times if not restrained can go too far and create monsters that devour the things they sought to create. Pharmacy has reached this stage primarily because of the lack of foresight and unwillingness to invest in the future by restricting its scope. Modern Super Drug Stores have developed with little restraint until today they are in fact department stores. I hold no malice toward these operations as such, because in many instances they have emphasized and concentrated on extremely well kept Rx Departments; however, surrounded as it is by items foreign to the Profession, such as clothing, hardware, garden tools and supplies, etc., Pharmacy assumes a secondary position in the eyes of the public.

Pharmacy will never be accepted as a true Profession unless public health and welfare are served in a manner befitting the high calling that Pharmacy truly is.

Pharmacy as of today has reached a crossroad and must make positive decisions as to which path it will follow. Great pressures are being brought to bear on the Rx Department which until this time was inviolable. Front merchandise included health products advertised to the public and not necessarily sold under the supervision of a Pharmacist, and so that precedent was established for their distribution by non-drug outlets. The Rx Department, however, is now being invaded through the wholesale release of "Over the Counter (O.T.C.) Preparations," which is a subterfuge for the distribution of legend drugs which formerly could be sold only on prescription.

A great deal of credit must be given to the pharmaceutical industry for the development of new drugs which have been a boon to mankind and likewise a great deal of blame for the degradation of Pharmacy rests squarely on its shoulders. In its desire to satisfy the bankers and stockholders, who are today's financial structure behind the largest segment of this industry, some members of the industry have indulged in a method of distribution to obtain volume regardless of proper consideration for the public.

The emasculation of the Robinson-Patman Act and the nullifying of Fair Trade in many states have put the fear of survival in all small business men and the rapid expansion and the all inclusiveness of the latest Super-Super Stores forbode monopolies.

The hue and cry of Pharmacists throughout the nation for a single voice for Pharmacy and guidance is commendable and certainly desirable.

I have heard secretaries and officers of Metropolitan and State Associations, and the membership speak disparagingly of the effectiveness of the existing National Associations. There is no doubt that there is much to be desired in the functioning of these associations, particularly noted has been the lack of cooperation within themselves. On the whole, however, these associations have performed admirably for the benefit of Pharmacy. The criticism should be reversed and much of the blame placed squarely on the shoulders of the local and state groups.

How can you expect the National Associations to agree on a common ground when you cannot get the membership at the local levels to concur for the benefit of Pharmacy. National Associations are made up of representatives of local groups and discordant notes struck at the grass roots destroy the harmony at the top.

There is too much at stake to allow these festering sores to become cancerous. A concentrated educational program directed at Pharmacists at all levels may stimulate results and if this fails, drastic action should be contemplated. Here is an area in which the National Associations have failed their practicing Pharmacist members.

Strong organizations of specialized groups, such as, Industry, Educators, Hospital Pharmacists, etc., are steering the course of these Associations. The voice of the Pharmacist is very weak indeed and this must be corrected by the Pharmacist himself.

The desires of man are infinite, but his ability to fulfill them are limited. Man thinks and plans in grandiose style, but fate plays strange tricks and visions become nightmares—such is the dilemma of Pharmacy.

Potentially a wonderful profession it finds itself beset by narrow thinking and selfish motives from within its own ranks and constant invasion from without resulting in degradation.

Pharmacists must realize that the right to practice the Profession is a privilege and a dedication to the health and welfare of the people they serve and in order to partake and enjoy the compensations it brings, which are ample, both materially and spiritually.

The unwillingness to accept the full responsibility that is fundamental, by circumvention of self regulating laws, because of an unfounded fear that too much power would be placed in the hands of enforcement agencies, such as State Boards and that these powers would be used arbitrarily. This, of course, is pure unadulterated tommy-rot and the figment of the imagination of a few self-styled defenders of Liberty and Justice. It would be ridiculous to continue in this vein if it were not for the fact that these small segments were able to convince a larger group that their rights were imperiled.

Actions and thinking such as this, only opens the door a little wider for outside interests to get a firmer foothold.

Pharmacy must unite all its forces and strengthen its position against attacks from government agencies—with programs such as medicare; from Unions—with their clinics and dispensaries; and from Medical Groups with controlled Pharmacy services.

The social services and insurance plans must be inclusive of Pharmacy. Pharmacy should be an integral part of any plan pertaining to medical services. This consideration should not be an afterthought, but an initial part of such programs.

In spite of this dark outlook, which will certainly prevail if we do not take stock of our position and set Pharmacy aright, the future of Pharmacy can be bright if we take positive and corrective steps.

Pharmacy is the rightful custodian and distributor of drugs and medicines in whose hands the public's health and welfare must rest.

Pharmacy must fulfill all its educational obligations comparable to all other professions. It must be able to stand on its own feet and not be committed or reliant on the whims of other professions or groups. It must be self regulated beyond the slightest doubt, with a strict code of ethics which must be binding and adhered to. It must reevaluate what constitutes a Pharmacy so that it meets public acceptance with dignity and respect. These are decisions we must make now if we are to fulfill our obligations to the future. We are still in the revolutionary period and the rapid changes must not envelop or cloud the Profession of Pharmacy. Pharmacy should and must progress but never allow the $(dollar) sign to replace the Rx insignia. The hopes of Pharmacy rest with those who are truly dedicated and to the youth of the future.

As your President, I cannot let this occasion go by without making some observations with respect to our legislative needs on the one hand, and the best means of having them met, on the other.

There is a general feeling among the pharmacists of the State that our pharmacy laws are in need of some major changes. While, in general, I think that our pharmacy laws are quite comprehensive and quite well thought out, nevertheless, some conditions have developed since these laws were written which justify and demand our most thoughtful consideration.

I shall not discuss these needs, as they will be given the careful study of the legislative committee, and the officers of the Association, between now and the next general session of the Maryland legislature.

Without the slightest intention of criticizing anyone for his point of view with respect to the two bills which we introduced at the last session, I do most earnestly hope that we may be successful in developing a legislative program which will merit and receive the wholehearted support of every pharmacist in the state.

The officers of this Association, working in close cooperation with the legislative committee, should be able to evolve a legislative program which all of us can wholeheatedly support.

I refer to this matter in this address so that we may all recognize our responsibility to the welfare of the Association and seek to discharge our personal and collective obligations to pharmacy. Let's compose our differences to the end that we may approach the next meeting of Maryland legislature with a carefully worked out legislative program in behalf of which we can present a united and determined front.

I realize that the activities of the Association cannot be performed by any one person. It takes the action of all the Committees and their Chairmen, the Executive Committee, the line officers and office force working as a unit to execute the needs of the Association.

I am deeply appreciative of the sincere efforts extended in behalf of the Association and the wonderful support of the membership by record attendance at our Regional meetings.

My deepest gratitude to those whom I leaned most heavily on for guidance and counsel. A special thanks to Dr. Robert L. Swain, Dr. Noel E. Foss, Simon Solomon, Frank Balassone, Bernard Melnicove, Henry Golditch, TAMPA, LAMPA, and the Drug Wholesalers who are a wonderful asset and compliment to the Maryand Pharmaceutical Association. Thank you all.

At the conclusion of President Block's address, a motion was made to refer it to the Resolutions Committee for further consideration. Mr. Mouat then returned the gavel to President Block.

Secretary Cohen read greetings from the Honorable Daniel F. McDevitt, Mayor of Reading expressing regret that he could not attend in person. The Secretary also announced the birth of a daughter to Mr. and Mrs. Harold M. Goldfeder necessitating the departure of Second Vice President Goldfeder from the Convention.

President Block then gave a brief resume of the feature presentation of the Convention: "Pharmacy's Twenty-Five Year Plan."

"The two day panel discussion plan for this Convention had in mind primarily the future of Pharmacy using the history of the past in planning a more positive future. The future of Pharmacy depends on a more specific approach and more positive decisions.

With this in mind, speakers that were considered well versed in their respective fields were chosen to present "Pharmacy's Twenty-Five Year Plan." We realize, of course that as able as the following speakers are, there are many things that neither they nor we are in a position to prognosticate. We are all human, and humans do not have the gift of foretelling the future with accuracy. At best, it is a guessing game. We do hope, however, that with their knowledge as a guide, they will be able to set a pattern for the future of Pharmacy. If this is accomplished, we will have served a commendable purpose at this convention."

With these thoughts expressed by President Block, the moderator of the panel discussion, Louis E. Kazin, Editor of Drug Topics and Drug Trade News was introduced.

Mr. Kazin was recently named Editor of Drug Topics and Drug Trade News succeeding Dr. Robert L. Swain, who is now Editor-in-Chief of the two publications.

Mr. Kazin is a graduate of the University of Connecticut College of Pharmacy and is a registered pharmacist in both Connecticut and New Jersey.

He operated his own pharmacy for a number of years before becoming Associate Professor and Director of Pharmaceutical Extension Service at Rutgers University. He served as Executive Secretary of the Rutgers Pharmaceutical Conference from 1952 to 1957.

He has an outstanding record of achievement in pharmaceutical organizational work in a long list of organizations on both local and national levels. He has served in many capacities. His memberships, civic, fraternal and professional, number many.

Mr. Kazin's editorial background is exemplary. He has an extensive list of published papers in the field of Pharmacy. He has appeared on a number of speaking programs throughout the United States including our own State of Maryland.

He is a member of the Advisory Committee to the Board of Trustees of the Rutgers University College of Pharmacy, and is Professional Lecturer on Contemporary Pharmacy, College of Pharmacy, George Washington University.

PANEL PRESENTATION "PHARMACY'S TWENTY-FIVE YEAR PLAN"

Louis E. Kazin, Moderator

Thank you, Mr. President, guests, panelists and members of the Maryland Pharmaceutical Association.

Before proceeding with our program, I'd like to bring you the greetings of your close friend and associate, Dr. Robert L. Swain, Editor-in-Chief of Drug Topics and Drug Trade News.

This, as you know, will be the first meeting of the Maryland Pharmaceutical Association that Dr. Swain has missed since 1920. Obviously, he is as disappointed as you are over his inability to be present. His advice and counsel so freely given to Maryland pharmacists over the years will doubtless be sorely missed as this meeting progresses.

However, just before I left New York, he asked me to extend his personal greetings to all his friends in Maryland and to assure you that his thoughts are with you as you meet in your 77th Annual Convention. Mrs. Swain also wanted to be remembered to all of you.

I know that you will be pleased to learn that Dr. Swain is progressing nicely, and should be back on his feet in a week or so.

I feel particularly privileged to be serving as your moderator this morning, in place of Dr. Swain, because the theme you have chosen for this two-day panel presentation is one which holds tremendous interest for me and for all those who are concerned with pharmaceutical progress during the next two or more decades.

The subject, "Pharmacy's Twenty-Five Year Plan" carries with it many implications. It suggests, most pointedly, that this field of ours, which is now moving through an era of unparalleled growth, needs to review its objectives.

There are some who believe that many of pharmacy's problems have been the result of poor planning on the part of its practitioners and a tendency to adopt a "finger in the dike" approach toward correcting problems and issues confronting the field.

As Dr. Swain said in a recent column, Let's Know Where We Are Going!: "Pharmacy needs to determine its professional and economic goals; as otherwise it will most likely muddle along at no purpose. As individuals we try to look ahead, plan ahead, and there is every reason why we should give our profession the same thoughtful attention and direction.

"The fact that many of our most serious problems have been dogging our footsteps for countless decades is explainable only on the ground that we have never really come to grips with the realities underlying these problems and thus have never faced up to our obligations to the profession.

"Nothing but good, so it seems to me, would come from the efforts of highly qualified groups dedicated to a searching study of pharmacy's professional and economic objectives. Such a study would show the need to plan and build for the years ahead. It would give the body pharmaceutic something to shoot at, something to aspire to, and something to be worthy of.

"We need to learn our objectives with respect to legislation; education; public relations; administrative agencies; ethics; competition; changing pattern of distribution; student procurement; law enforcement; store arrangement and appearances; inter and intra professional relations, relations with the drug industry; the professional status of the distribution of drugs and medicines, not to mention many others.

"The question: Do we continue to drift aimlessly along, or do we determine our professional and economic objectives and then hew to the line to make them come to pass?

"Pharmacy in the years ahead can be what we want it to be if we want it hard enough, long enough, and fundamentally enough to work at it from now on!"

This then, is your challenge and responsibility. And to help you meet them both, your program committee has invited a group of the foremost planners and thinkers in the country. By their words and deeds they have indicated their ability to plan and act, and their contributions to the pharmaceutical field in these areas are most numerous.

Obviously, every facet of activity listed before cannot be discussed in detail, even though your program is spread over a two-day period. However, I'm sure that as a result of their formal presentations and the question and answer period which follows each session, you will have a greater fund of knowledge in your possession by which you can interpret the many trends and developments confronting our profession and, in all probability, be in a better position to do your own personal planning ahead.

This is the important goal—personal implementation of long range plans—for without such follow-through, even the most comprehensive and well thought out proposals for future action may never get off the ground.

Just one word as to procedure might be in order. You will notice from your program that this panel presentation is divided into two parts. We'll hear from three of our panelists this morning, and three tomorrow morning—six in all.

It is my understanding that the membership has requested the privilege of asking oral questions from the floor as well as those in written form. We hope that as many of you as possible will participate during the question and answer period using the oral or written approach.

This mornings panelists will discuss such issues as: Welfare programs and pre-paid prescription plans; relationships between the pharmacist and the pharmaceutical manufacturer and future legislative requirements affecting the practice of pharmacy.

Now as you can see from your program, your first speaker this morning was to have been Dr. Wm. S. Apple, Secretary Nominate of the American Pharmaceutical Association. Unfortunately an emergency conference made it impossible for Dr. Apple to be present.

Although we regret his absence, we are more than pleased to announce that his place on the panel will be taken by one of his most capable associates.

He is Director of the Laboratory of the American Pharmaceutical Association and Associate Editor of its publications.

Maryland has given many fine pharmaceutical leaders to the nation and in this gentleman we have a typical example of such contributions to the profession.

He is a native of Baltimore, in fact he was born in Johns Hopkins Hospital and you can't get any more native than that in Maryland.

He is a graduate of the University of Maryland, School of Pharmacy, did his graduate work there and taught at the School of Pharmacy.

He has been asked to speak on the future of pharmacy regarding welfare programs, associated with serving the needs of the aged and pre-paid prescription plans in general.

It is my pleasure to present Dr. Samuel W. Goldstein.

A TWENTY-FIVE YEAR PROGRAM FOR PHARMACY

PREPAID PRESCRIPTION INSURANCE PLANS

Samuel W. Goldstein
Director of the Laboratory of the American Pharmaceutical Association and Associate Editor of the A. Ph. A. Publications

We are going to concern ourselves with a 25-year program for Pharmacy: to enhance its prestige by stressing its professional aspects; to help its practitioners help themselves through integrated activities; and to improve intraprofessional and interprofessional relations as well as our public relations.

In other words, we are going to look at ourselves critically; try to find what is wrong—or at least try to decide what are our most important faults; and to think seriously about ways and means of correcting them.

Having made these observations, I can claim to be a pharmaceutical politician. Read the history of any 25-year period during the last 100 years, and you will find those words, or words like them, in many speeches made by wise and dedicated men. Further study shows that in each of the 25-year periods the problems facing Pharmacy were basically the same, and that their variations were mainly related to the changes in the population and the economy of the nation. One might wonder then, why something wasn't done to try to solve the problems.

The truth is that things were done, and some of the attempts appeared to be major operations at the time. The American Pharmaceutical Association was founded 107 years ago to enhance the prestige of Pharmacy by raising standards of education; stating standards of ethical practice; encouraging the investigation and publication of scientific and professional studies; and, incidentally, to stop the importation of adulterated drugs, particularly at the ports of Boston, New York, and Baltimore.

There were extensive surveys of certain phases of Pharmacy which clearly spelled out the faults and suggested remedial action. Probably the most notable progress was made following those efforts in the field of education; although the opposition to those advances came mainly from the practitioners of Pharmacy. But that was an intraprofessional problem. Why was less accomplished in that very important and largest phase of the profession, retail pharmacy? The answer obviously lies in the enigmatic dual personality of the professional pharmacist who must also be a business man.

Let us consider the fundamental item of prescription pricing. Studies have been made which show how much it costs to fill prescriptions of different types, and approximately how much should be charged to perform the operation professionally at a reasonable profit. Now, get a group of 10 retail pharmacists together, explain the data and suggest that they use the information to establish a realistic pricing system that might require minor alterations according to the individual store practices and expenses. If your ten men are primarily engaged in professional practice, and particularly if they are A.C.A. members who have had the benefit of Bob Abrams' enlightening studies of professional pharmacy costs, there is no problem. However, if the 10 men are general merchandisers, as well as pharmacists, their professional nature will readily see the validity and the value of the proposal, but the differences in the purely businessman's nature of some of them will not permit them to sacrifice that rugged individualistic prerogative: to do it his own way—come help problems or high losses in the prescription department. This independence might be the strength of the individual pharmacist but it is the fundamental weakness of the whole of Pharmacy.

Prepaid Prescription Plan

On the other hand we can see attractive solutions offered for perplexing problems before competent studies have been made. The pharmacist-sponsored prepayment prescription insurance plan, started in Ontario, Canada, September 22, 1957, looked very good through 1958. Wm. A. Wilkinson, president of Prescription Services, Inc., reported in December 1958 that 75 of the 83 pharmacies in Essex County, Ontario, had joined the plan, each putting up $150 for initial costs. He said that the **operating cost** of the plan had exceeded income received in the first 5 months of operation, but all that was needed was additional subscribers to put the service on a sound footing. Bill Apple recently spoke with Professor Fuller of Canada and learned that in order to make the Ontario plan work, subscription fees would have to be increased drastically. A recent survey by Elmo Roper for the New York United Hospital Fund indicated that voluntary prepayment has a long way to go before it is priced out of the health care market. But the required figure mentioned for the prescription plan would approach the per capita expenditure for prescriptions and could price the Service right out of business.

Now, in this Country we have "a group in a hurry." Unable or unwilling to wait for, or seek a united study to obtain information based upon sound actuarial data, the president of the California Pharmaceutical Association has announced (Wall St. Journal, Tues., June 23, 1959) that California will have a prepaid prescription insurance plan within the next 4 or 5 months. It was stated that technical details are being worked out by Prescription Services, Inc., a concern formed for the purpose early this year by Joseph Mac Donald, an Atwater, Calif., pharmacist.

Insurance Principles

We do not wish to imply any opposition to a prescription prepayment plan if it is based upon sound insurance principles. Surveys show that the public is willing to expand payments for prepaid health care in return for more adequate benefits. The introduction of the "major medical" or "comprehensive medical" benefit pattern, introduced a few years ago, which includes drugs in most cases, suggests the desirability of a prepaid Rx insurance plan.

In applying the principles of insurance to health care costs, it appears that the proper function of voluntary health insurance is to alleviate financial distress occasioned by the expenses of necessary health care. It follows that health care costs that are routine and recurrent—such as insulin for the diabetic—inconsequential in amount, and anticipated by the patient, should not be insured because the administrative charge for the insurance must be added to the costs themselves.

Although insurance, as a means of financing health care, and Rx costs in particular, may be applicable to part of our population, it is not a panacea for the entire problem.

Government Control

When we hear the term "socialized medicine," we have been conditioned to shudder. We, in the Free State of Maryland, do not happily accept excessive governmental controls. During the period of the "great experiment," we practically seceded from the 19th amendment. We openly applauded the delicate thrusts by Governor Albert C. Ritchie and the broadsides by Henry L. Mencken. Nevertheless, we calmly accept "socialized medicine" for a part of our population that is large and growing larger; that is the veterans and their dependents. We accept it as the logical procedure in the care of those who are indigent and those, euphoniously referred to in Maryland, as the "medically indigent."

Since the federal government showed its interest in the industry of pharmacy in October 1956, with its unusual investigation and conclusions regarding the manufacture and pricing of antibiotics, the possibility of more government control in the field of health care has caused some apprehension. Recently the First National Conference of the Joint Council to Improve the Health Care of the Aged heard papers on such subject as "Methods of Financing Health Care of the Aged," and "Financing the Health Care of the Aged Through Insurance." The latter was a forceful argument for medical care through private voluntary insurance.

It might seem incredible that the health professions and industry, which have produced the highest quality of medical service, have not applied the intelligence to develop a plan for public payment of that service within the framework of the system and philosophy of free enterprise, which made it all possible. Such a plan should be developed, and pharmacy cannot afford to be a bystander during its period of conception. Bill Apple said to me: what we need most are new approaches, and some of the questions he posed are:

Does the public need Rx insurance?

Does the public want Rx insurance?

If the public wants Rx insurance but doesn't need it, do we give them what they want or do we explain what they need?

If the public needs Rx insurance but doesn't want it, how do we convince them that they should have what they need?

And most important:

Can we give the public the kind of Rx insurance they want **or** the kind they need?

These were only a few of the questions Bill propounded.

The important thing all of us must realize is that these questions, and many others which will become evident when this subject is earnestly studied, **cannot be answered** without research. Pharmacy must invest in seeking the **facts** which will reveal the courses of action it should follow. There would then remain the implementation of a program based upon the developed data and planning. This will cost money, a lot of money.

For example we might cite the January 1959 report of the AMA Commission on Medical Care Plans, published after 3 years of research and an expenditure of $100,000. However, no amount of money will solve pharmacy's internal or external problems unless its use is properly directed. Many of us believe that the responsible agencies for these studies and for the directed expenditure of necessary funds should be the American Pharmaceutical Association and related organizations. It is also widely believed that in Dr. Bill Apple pharmacy has found a man with the training, ability, personality, and stamina to initiate and effectively develop the type of program that will benefit pharmacy and pharmacists, and will promote the general public welfare.

In closing these introductory remarks may I refer again to the report of the AMA Commission on Medical Care Plans and point out how abruptly it caused the AMA to change its policy, if not its basic opposition, toward the participation of its members with closed medical panels. These group practice panels are associated with health insurance plans and with labor union health and hospital programs. The untouchable "freedom to choose the physician" went into the AMA House of Delegates and emerged as the new "freedom to choose the health practice plan," in which the physician is assigned and not chosen.

Pharmacy, as well as Medicine, has too long waited for unalterable situations to develop before concerning itself with frantic but foredoomed corrective efforts. Let us be alert to our responsibilities and our interests, and let us face the future hopefully with an ever-growing united force for good health.

At the conclusion of Dr. Goldstein's presentation, Moderator Kazin reminded the Convention to write down their questions so that they could be asked of the respective speakers during the question and answer period. He then proceeded to introduce the second speaker.

Our second speaker is the executive secretary of the American College of Apothecaries. He is a graduate of the Philadelphia College of Pharmacy and Science with a B.Sc. degree. In 1950 he was awarded the M.Sc. in Pharmacy from the same institution, where he majored in Pharmaceutical Chemistry. Presently he is associate professor in Pharmacy and Pharmacy Administration at PCP & S.

He is editor of the Newsletter of the American College of Apothecaries, as well as managing editor of the publication, the Voice of the Pharmacist, and has been quoted widely in the pharmaceutical press. In addition, he has appeared on the program of over 15 state pharmaceutical conventions.

Our panelist is a member of the American Pharmaceutical Association, the American Society of Hospital Pharmacists and the American Institute for the History of Pharmacy. He is also a member of Rho Chi Honorary Society, the American Association of Colleges of Pharmacy and the section on Pharmacy Administration and Practical Pharmacy.

He has chosen as a title for his subject, "Cooperation, Consideration, and Progress" and in this paper will supplement a few of Dr. Goldstein's remarks on what the future holds in terms of relationships between the pharmacist and the pharmaceutical manufacturer and a number of other areas within our profession.

It is my pleasure to present Robert E. Abrams.

WHAT LIES AHEAD

Robert E. Abrams

Executive Secretary of the American College of Apothecaries

I am going to start out with a prediction—I recognize that if you are not considered a fool when you make a prediction time will prove you to be one but I make this prediction full well realizing the risk I am taking. The prediction is this, that within the next 10-15 years Pharmacy will either rise to a professional level undreamed of today or will fall flat on its face and cease to be a true profession. The alternatives, I admit, are drastic but the path Pharmacy will take rest in - YOUR HANDS.

It is this prospect of the future that we must turn our eyes to and if there is anything that is really needed in Pharmacy today it is some real enlightened planning and thinking with respect to this future.

Professionally, Pharmacy has grown tremendously in the past twenty years. In 1940 the total ethical drug volume for all pharmaceutical companies was about 130 million dollars. Today we have about 10 companies whose individual sales either exceed or come close to this figure. The prospects for the future are even brighter and if well made predictions are correct by 1975 or by 1980, the latest, the total prescription volume in this country will exceed the total drug store volume today. It is predicted that by 1975 the total prescription volume in this country will be over 5 billion dollars.

Our population is increasing by leaps and bounds, this year it will probably go over 180 million and by 1970 it will be at least 208 million. Scientific research by 1970 will be operating at a clip of about one billion dollars a year and the needs and demands for our services will be ever increasing. In the older age category alone this group will increase 30%. By 1970 our total economy will grow about 47%. Employment which is now 65 million will be 80 million. The spendable income will be 50% higher.

The effects that this will have on Pharmacy's future can be tremendous. We do not look for any major increase in the total number of pharmacies thus what will result will be larger and we trust better pharmacies. Of course with this being the situation, more and more "operators" will look to Pharmacy as a financial opportunity and it is extremely imperative that we do not allow a debasement of the professional standards and responsibilities on which Pharmacy is built. Pharmacy's **Professional** opportunities and responsibilities are its future keynotes and every effort must be made to emphasize the need for a continual increase in the professional actions, appearance and outlook of the Pharmacist and his pharmacy.

We have actually undergone a revolution in the past 20 years and it can not be treated as an evolution. This revolution has placed increasing demands on the pharmacist and the training needed to prepare him for this new role must be appreciated. Pharmacists, if they are to discharge their true responsibilities to the public and the medical profession will have to keep informed and be kept informed. This will throw a continuing burden on the schools and formal co-operative, scientific refresher programs will have to be developed and developed effectively. The Pharmacy Schools' responsibility can not and must not end with the granting of the diploma. There is an entirely new function which the pharmacist must perform. Medical research is currently proceeding in thousands of laboratories and clinics all over the world. Pharmacology is the most rapidly changing branch of medicine and modern pharmacists, next to the pharmacologist himself, are the most adequately trained in the field of Pharmacology. He must be in a position to keep the practitioner abreast of the advances in the field and prepare him for the introduction of new drugs or the modification of old ones.

The busy practitioner has difficulty in selecting, screening and incorporating the multitude of information that comes his way. He therefore finds that at times he is unable to incorporate the use of modern medicinal research in his practice and it is our responsibility to make every effort to see to it that he can. This means a continual flow of good scientific information to and from the pharmacist. There is a real need for a more effective program of keeping the pharmacist informed of drugs under clinical investigation as well as the real advantages or disadvantages of newly introduced products.

The emphasis must be on service and this service must permeate every aspect of our dealing with the public. It must include the sale of all drug products by licensed pharmacists. It must include the dissemination of public health information to the public on such subjects as polio and poison prevention, diabetes detection and a multitude of other problems. It must include active interest in community health problems such as the establishment of poison treatment centers. It must include the willingness to serve as a clearinghouse for drug product information to the allied professions.

Internally the future of Pharmacy looks very bright and if the profession and industry are allowed to grow, everything will be fine but OUTSIDE pressures may markedly alter the course of our future and may have extreme significance for you. We must realize Pharmacy is a dependent profession. Any changes in the practice of medicine can well affect the destiny of Pharmacy and we must realize it and the Medical profession must realize it also.

The problems facing us are five fold:

1. **A Social Climate** which is based on personal security rather than personal freedom.
2. **A Hospital Climate** which increasingly enables the corporate hospital to assume an even more dominant role in medical care.
3. **A Scientific Climate** which taxes the Medical and Pharmaceutical professions to keep up to date.
4. **A Possible Breakdown in the Integrity of Distribution** whereby the distribution of drug products are channeled through others than those qualified legally and educationally to handle them.
5. The need for **Insuring the Quality of Pharmaceutical Practice.**

We have already discussed the problem of the scientific climate and the absolute necessity for the Pharmacist to recognize and properly assume his new responsibilities. Let us look at the others.

1. The Social Problem

Like it or not, the Government is in the health care field today and will become increasingly involved. I wish I had the time to show you how this interest is growing and will continue to grow. It has been stated by one person that "Perhaps without fully realizing it, our country has adopted two unwritten amendments to the Constitution. The first such amendment in effect said that no state may secede from this Union. The second unwritten amendment developes doubt of the great depression. It has been ratified at every national election since 1936. This "amendment" in effect says that the federal government has a responsibility for the welfare of the individual citizens.

To implement this "amendment", the national system of social security has been set up by federal legislation to protect those who by reason of age, unemployment, loss of the breadwinner or physical handicap cannot provide for themselves. When social security legislation was passed in 1935, health care was not recognized as a basic necessity of life as it is today. Had it been so recognized, health insurance probably would have been written into the social security system from the beginning since there was no widespread voluntary coverage at the time.

Thus, for health benefits to be implemented as a social security item following well established precedents requires at the present time no basic change in constitutional law. Simple congressional action can suffice. Whether or not any such action will ever be taken, and to what degree, depends upon the ability and willingness of voluntary organizations to resolve questions raised by the public. If prepayment groups are permitted to answer those questions—which may yet be answered for them by the public—the answer must be in terms of realistic programs of action to meet unmet needs, rather than in the rhetoric of promises and good intentions."

We actually have a great deal of social medicine right now—The Social Security Act - Medicare - V.A., the proposed health benefits to Government employees and the Forand Bill. The Labor movement and the I.L.O. are strong for complete world Socialization. Actually the United States is the only major power in the world that does not have some form of Socialized Medicine. Some type of "Forand Legislation" which provides medical treatment to the aged through social security is predicted within the next five years by Public Health Officials.

Allow me to quote from the summary of the study on Health Care for the Aged conducted by the Department of Health, Education and Welfare:

"There is general agreement that a problem does exist. The rising cost of medical care and particularly of hospital care, over the past decade has been felt by persons of all ages. Older persons have larger than average medical care needs. As a group they use about two and a half times as much general hospital care as the average for persons under age 65, and they have special need for long-term institutional care. Their incomes are generally considerably lower than those of the rest of the population, and in many cases are either fixed or declining in amount. They have less opportunity than employed persons to spread the cost burden through health insurance. A larger proportion of the aged than of other persons must turn to public assistance for payment of their medical bills or rely on 'free' care from hospitals and physicians. Because both the number and proportion of older persons in the population are increasing, a satisfactory solution to the problem of paying for adequate medical care for the aged will become more rather than less important.

"In our society the existence of a problem does not necessarily indicate that action by the Federal Government is desirable. The basic question is: Should the Federal Government at this time undertake a new program to help pay the costs of hospital or medical care for the aged, or should it wait and see how effectively private health insurance can be expanded to provide the needed protection for older persons?"

There is the challenge.

Health care has increasingly become a labor management bargaining media. Union Clinics, Home Care Programs and Health Service paid for by management are on the increase. The recent action by the A.M.A. which actually recognized "third party medicine" and more or less approved of group programs makes this more significant. Prepayment is here to stay—people like it and it is only a matter of time until Pharmacy is affected. We need dynamic leadership and long range planning to establish the basis for a need, if there is one, and a method for prepayment in the pharmaceutical field. As the Blue Cross continues to raise its fees and the public will not go back to a program without protection, and the resentment to such fee increases becomes stronger, the entire atmosphere for Government control is created. Past history indicates that in Government negotiations, Pharmacy has not fared well.

As an indication of what will happen to our present practices if Government takes over, let me just point out the situation with respect to Serpasil under the California Welfare Program in which the State Government more or less dictates the type of medication dispensed. REMEMBER ANY GOVERNMENT LARGE ENOUGH TO GIVE YOU EVERYTHING YOU WANT IS LARGE ENOUGH TO TAKE EVERYTHING YOU HAVE GOT.

2. **The hospital** has become another major source of influence on our program. Dr. Crosby, head of the American Hospital Association has made this prediction for the future:

"Prepayment Plans will increase, people like them. Expansion of prepayment in the ambulatory field will inevitably mean increased development of out-patient services based in the hospital. The hospital will aim to become a preventive as well as a curative center. The chronic disease unit, nursing homes, self help units and intensive care units may make each hospital a community of hospitals"—The Past President of the A.H.A. also in predicting the future indicates more "physicians' offices in the hospital and increased use of the out-patient department", which includes Pharmacy. This is definitely a problem with which Pharmacy is going to have to cope.

It will have to be decided whether the free enterprise concepts which now apply to retail practice will not have to apply to hospital practice. It will have to be decided whether TAX supported or tax-exempt institutions have a right to compete with tax paying institutions. It will have to be decided that if such competition is legal then whether it is legal for two sets of standards for Pharmaceutical Practice to exist and whether price discriminations are legal under the law for two outlets in competition.

3. **The Integrity of Distribution**—With the growth of Pharmacy and the future predicted growth, we are seeing and will see people completely foreign to Pharmacy make an effort to encroach on the area which is truly Pharmacy's by reason of education and legal and professional responsibilities. The distribution of drug products both prescription and others which today are capable of producing harm as well as good should be dispensed only by pharmacists who are trained for this function and through channels and methods which insure the quality and standards of the product and the integrity of the label.

The cropping up of highly questionable sources for the distribution of drugs, the dispensing of drugs by persons in nursing homes, through industrial clinics, by physicians' office and by door to door peddlers is a problem warranting the immediate attention of every segment of Pharmacy. Discriminating policies such as bogus clinics and direct selling to physicians by some of our major companies and wholesalers does not aid in establishing the pharmacy and the pharmacist as the primary source for all drug products. The tremendous markets that exist in samples are another factor which will help undermine this integrity of distribution.

4. **Insuring the Quality of Pharmaceutical Practice.** Although not a new one this problem must be met forthrightly immediately, otherwise, it will threaten every aspect of our future progress. It is Pharmacy's responsibility to see that all pharmacists are competent to discharge their responsibilities. Likewise, the profession must be willing to accept a real code of professional ethics and be willing and ready to discipline its members when they violate this code. The code must be such that it insures both the public and the allied professions the highest quality of pharmaceutical service. The American Pharmaceutical Association has a good Code of Ethics and every pharmacist should subscribe to it. As a supplement to this the A.C.A. has adopted a Code of Professional Practice which we hope this and every other State Association will adopt with their own possible modifications and which eventually will become part of our Pharmacy Laws.

These problems facing our profession need careful analysis and positive action. Such action can only be accomplished by an integrated well staffed, well financed and well oriented national association. We can no longer plod along in this sea of non-accomplishment and confusion. Are we to maintain the status quo because we do not have courage to recognize our weaknesses and correct them? If we are to maintain our status quo because we are afraid of hurting people's feelings, then we are not fulfilling our obligation to those we represent, the future pharmacists, the public and ourselves, to quote Elihu Root—

> "In modern times it is only by the power of association that men of any calling exercise their due influence in the community."

Pharmacists must recognize this and work together for not only our common good but for the good of the American Public—Future Progress Depends on YOU.

Mr. Abrams' address was enthusiastically received as denoted by a loud round of applause. Mr. Kazin then proceeded to introduce the third panelist of the day, Mr. Ralph M. Ware, Jr., Secretary of the Virginia Board of Pharmacy. Mr. Ralph M. Ware, Jr., is a graduate of the Medical College of Virginia School of Pharmacy with a B.S. degree.

Our third and last panelist for this morning's session is Secretary of the Virginia Board of Pharmacy.

He has had experience in retail pharmacy and was a medical service representative for Eli Lilly and Company. He was appointed Secretary-Treasurer of the Board of Pharmacy of Virginia in 1952 and serves as the Board's administrative Officer.

Our speaker has had a most active part in recently revising the Virginia Pharmacy and Drugs Act just enacted by the Virginia legislature.

He was past chairman for the Boards of District No. 2 which includes Maryland. At present, he serves as Chairman of the Bureau of Law Enforcement of the National Association of Boards of Pharmacy and is also Chairman of the Resolutions Committee of the N.A.B.P.

He has served in varius executive capacities in the Virginia Pharmaceutical Association up until his appointment as Secretary-Treasurer of the Board.

He will discuss future legislative requirements concerning the practice of pharmacy.

It is my pleasure to present Ralph M. Ware, Jr.

"PRESENT PHARMACY LAW AND FUTURE NEEDS"

Ralph M. Ware, Jr.

Secretary of the Virginia Board of Pharmacy

I sincerely appreciate your invitation to appear on your program. This is the first time in the seven years I have been a state board secretary that I have had the privilege of addressing a State Convention outside of Virginia. After looking at the names of the other speakers on your program, I can see that I am in the "Major Leagues" for a few days anyway. I hope you don't send me back to the "Minors" right away. I feel quite honored to be associated with so many outstanding people.

The profession of pharmacy is in need today of men of good will motivated by a desire to preserve for future generations of Americans a standard of professional pharmaceutical service second to none. The leadership must come from above, but the pharmacist in actual practice dictates to the leadership, the type of pharmacy he wants. He sets the stage and he creates the climate wherein the forces of ethics, economics, law and other factors formulate a pattern which in time becomes the public policy of organized pharmacy. It becomes our "common law" or "trademark".

Before reviewing present law and then looking into the "crystal ball," you are entitled to know my philosophy, which is the philosophy of my present board relative to the regulation of the practice of pharmacy. Like your own Frank Balassone, who has certainly been a good neighbor to me, I deal with regulation and enforcement matters. I enforce, initiate or cooperate in the enforcement of the drug laws, many of which have to do with the practice of pharmacy, and many of which do not. Every action taken must have a reasonable relationship to the public health, and must be consistent with what the statutory law says. There are, of course, wide discretionary powers granted, As Dr. Swain has pointed out many times, but arbitrary, inconsistent actions eventually get a board in "hot water." What I am saying is just this:

I believe in a conservative approach by a State Board of Pharmacy in regulating the practice of pharmacy. The State Board is a member of the Executive Branch of State Government, and as such, should administer law as written and *not make law* by administrative action to fit a particular situation as it arises. In administering a law, or in adopting an administrative rule, previous court decisions must be examined in the area dealt with, constitutional requirements must be met (if they can be ascertained) and numerous matters must be considered.

In summation, the State Board should regulate the profession according to law. The profession should regulate itself according to ethical codes and standards of conduct established by Local, State and National organizations. My seven years as a State Board Secretary lead me to believe that this approach and this philosophy is the proper one. It is self-government with the proper governmental checks. The inherent rights of the individual pharmacist are assured.

Now, for the remainder of this talk, my remarks will be as an individual, and have nothing to do with my official position as Secretary of the Virginia Pharmacy Board. They may or may not coincide with the views of my board, or with responsible leaders in my state. Naturally, my opinions have been formed, to a large degree, because of the experience I have had in board work.

In covering present laws, we should first examine those relating to licensure of pharmacists. In the first place, I have no quarrel whatever with the educational requirements today or the system of accreditation which lays the yardstick on our colleges of pharmacy throughout the country. The laws in effect in the various states which set the requirements for licensure are, for the most part, adequate. Graduation from an accredited college is the backbone of any licensing statute today.

In conformity with the rules of the National Association of Boards of Pharmacy, Member Boards examine applicants for licensure in certain specific areas. In addition, experience requirements must be met before the candidate can be deemed eligible for licensure. There has been a continuing effort on the part of the several states to seek a certain degree of uniformity in these basic licensure requirements so that the reciprocity privileges of an applicant will not be impaired. There can never be complete uniformity in this field, because from time to time, conditions in the various states dictate that there not be uniformity, but in general terms, there is more uniformity today in principle than ever before.

State Board Examinations have been the subject of controversy for many years. I'm well satisfied that in the future there will be less emphasis on State Board Examinations in theoretical subjects. In place of the present system, there should be an extensive examination stressing practical pharmacy, including laboratory procedures, toxicology, oral examination, and law. The purpose of a state board examination is to determine if an applicant is safe and not to re-examine him in subjects already successfully mastered in pharmacy school. In adopting this type of examination, there is no danger that pharmacy schools would become complacent and sloppy, because the rigid requirements placed upon a school by the Council on Pharmaceutical Education and the State Board will keep them "in line." This is a matter that should be thoroughly examined by the National Association of Boards of Pharmacy.

This is not a new suggestion. Some twenty (20) years ago, Drs. Swain, Kantner and my predecessor, the late A. L. I. Winne, studied the problem of examinations, as a Committee of the National Association of Boards. Their Committee Report called for such an approach as I have outlined. I believe it is now time to accept the Committee Report and give some thought to putting it into action. I will not debate the terms of a national licensing examination such as was proposed several years ago, other than to say that Virginia was opposed then, and still is, to that plan. That proposal amounts to an extension of the theoretical examination in my view. It also would increase the cost of an examination to each individual applicant, and while seeking and perhaps gaining complete uniformity of a type, the individual states would be delimiting one of their basic functions.

So much for the licensure of pharmacists, and what I think the future efforts of organized pharmacy should be in this activity. We now come to the licensing of drug stores or pharmacists.

It is here that we go from one extreme to another. It is here that we loosely define, in most states, a "pharmacy" as a "place" where prescriptions are compounded, drugs and medicines sold and that such acts shall be performed by a pharmacist duly registered. Through the years, since pharmacists are leaders in commodities, there has been the drift to the large operation—selling most everything that can be gotten under the roof. The provisions of existing law are met in that the pharmacy department within is licensed; the rest of the operation is a retail store, not unlike many other retail stores dealing in goods. Consequently, because of competitive situations and the economic facts of life, the professional expression of many pharmacists has been limited to a considerable degree. These forces, and this philosophy, set the stage where the pharmacist practices his profession, and unfortunately, it also sets the public policy for pharmacy, which is sometimes reflected in legislation or the lack of legislation that is detrimental to the profession and the public welfare.

In advertising alone, we do things no other profession will do or can do. We mention prices on prescriptions; we talk of "discounts" and we make an organized public and professional relations program for pharmacy look rather silly sometimes. I am, of course, speaking of the extreme, but there is abundant evidence to lead one to conclude that new definitions need to be developed for a "pharmacy" or "drug store," and that such a definition must be based on what the practice of pharmacy is today. Existing statutes relative to ownership of pharmacies, corporate structures, etc., should be examined objectively to see what effect they may be having on professional opportunity, and whether the public is being adequately provided with pharmaceutical service.

I do not know the complete answer, and I don't have a concrete plan, but it is my firm conviction that organized pharmacy nationally should put its shoulder to the wheel and make this a number one objective now.

By comparison, medical doctors and dentists provide services first—the goods are incidental. Unlike these two professions, we provide services incidental to the goods. Since we deal in products, and goodness knows—there has been a revolution in products, the economic factor has become more paramount in our minds, but we have let the pendulum swing too far. Professional responsibility has taken a backseat in many pharmacies. Growth in the number of licensed drug stores has been tremendous, but a number of our operations, independent and chain alike, create an atmosphere that is repugnant. Competitive situations have been created that give a black eye to pharmacy.

This is why the so-called "restrictive sales issue" is such an issue. This is why so many worthwhile professional objectives get sidetracked. This is why any argument in behalf of the public health service of pharmacists sometimes is like a cry in the wilderness.

Now, I have no quarrel with any particular group promoting the Economic Welfare of Pharmacists. I am just stating the facts as I see them.

I heartily approve of the trend toward more professional pharmacies and one thing is certain: there will be more clinics with pharmacies in them. The touchy thing here is how the pharmacy or pharmacist fits into the clinic structure. With a properly organized professional relations program with the American Medical Assoication carried out on a local level, I am confident the integrity of pharmacists and pharmacy can be protected—but all of pharmacy, and all pharmacists must strive for unity of purpose in this and other similar matters.

I must mention the current arguments over hospitals rendering out-patient prescription service. In our state we have recognized the place of the hospital pharmacist, and the Board has recently adopted rules, after a legislature study, which provide for Pharmacist Supervision Pharmaceutical Services. This is as it should be. Many states have done this. Patients in hospitals are entitled to good pharmacy. I disagree, however, with the way some of our hospital pharmacy people are now "flexing their muscles". Hospitals enjoy tax exempt status, and they also enjoy getting their support from the community leaders. The community leaders consist of many pharmacists, who work long and hard supporting hospitals in their development. It is unwise for hospital pharmacists to forget this. In addition, hospital pharmacists should not justify out-patient prescription service (except to indigents) by saying that the added prescription volume will help put the hospital in the black. This philosophy will make the pharmacy the "whipping boy" of the hospital.

The American Pharmaceutical Association is the association that should take the lead in making plans to secure the profession for the future. Pharmacists everywhere, independent, large corporation or small, and the entire pharmaceutical industry in general, must re-examine the real purpose for their existence in the public health society.

Everytime we have a problem, we cannot expect to solve it in the Halls of Congress or The State Legislatures. Personal conduct, personal integrity, personal appearance, character, and a sense of professional responsibility go to make up the bulk of the law we should rely on. Without these, in proper measure, we forfeit our claim to be professional persons and protectors of the public health. The result is invariably more government regulation and law, of necessity. We should think seriously of these things—all of us.

Mr. Ware's presentation concluded the panel presentation for the Second Session. Moderator Kazin then proceeded to conduct the question and answer period covering the three presentations.

Question: It seems that representatives of the A.M.A. are always invited to meetings of the A.Ph.A. Why then are changes in policy regarding Medical Care always unveiled as a complete surprise to the pharmacist?

Answer: Dr. Goldstein: I do not believe that the results of the activities of the A.M.A. are any more surprising to the pharmacist than the results of the activities of the A.Ph.A. are to the Medical Profession. Whenever there is a meeting of the Medical Association at which some action will be taken, there is usually some representative present from pharmacy.

Question: What group in a State must take it upon themselves to tell the pharmacists that they must take a compulsory refresher course? Has this been done in your State? What was the reaction of retail pharmacists?

Answer: Mr. Abrams: I don't think any group yet, anywhere, has been given the authority to say that any pharmacist must take a refresher course. I think that American Medicine is contemplating this. The American Academy of General Practice, for example, requires its members to take such courses before they can renew their membership for a one year period. The American College of Apothecaries has adopted a point system whereby its members will be required to accumulate so many points to maintain their membership in the A.C.A. I think someday we are going to arrive at this, but it will have to come from the body pharmaceutic alone.

Question: In issuing permits to pharmacies or drug stores, some state boards have adopted rules about the minimum size of Prescription Departments, separate entrances, etc. We would like to hear your comments on this ruling.

Answer: Mr. Ware: I am aware of these efforts and I applaud those states which have attempted to have set minimum requirements for Prescription Departments. The biggest problem is determining the proper minimum requirements. I believe the separate entrance for a drug store is perfectly valid. Generally speaking, I am in favor of minimum requirements so that the public can be made conscious that an establishment is a drug store.

A lively discussion ensued on the subject of supplying physicians with injectable and other drugs by manufacturers direct to the physician at either the pharmacist's cost or below his cost. Several questions on this subject were directed to Mr. Abrams, to which he replied that although the situation was not pleasant, it was important to keep other suppliers out of the drug business, even if some sacrifice had to be made for the present. He conceded however, that this was a serious problem and should be taken up by organized pharmacies with the manufacturers. He stated that it was a ridiculous policy for drug stores to provide physicians with supplies at their cost.

Question: If the A.M.A. is aware of Pharmacy's deliberations and conclusions, why did they come out advocating the listing of Prescription ingredients on labels after the A.Ph.A. had passed a resolution criticizing the procedure six months prior?

Answer: Dr. Goldstein: It is possible that with a flexible mind, one's opinion could change within six months although the A.Ph.A. journal did have a statement in effect of condemning such a practice and six months later refuting the previous statement. Mr. Kazin clarified the question by stating that the A.M.A. came out with a statement in their journal criticizing the resolution adopted in Chicago by the APh.A. The elapsed time between the resolution and the A.M.A. statement was six months.

Question: It is generally conceded that 85% of the registered pharmacists are engaged in retail pharmacy. Why then is not the A.Ph.A. more representative in its make-up and effort in behalf of retail pharmacy?

Answer: Dr. Goldstein: How many of you attend the A.Ph.A. Conventions? How many of you come into the A.Ph.A. House of Delegates? How many of you read the list of officers in the A.Ph.A. and know their background? Many of you still recall the A.Ph.A. of 25 years ago when it was mainly an educator's organization. The A.Ph.A. policy committee and the House of Delegates are predominated by the retail pharmacy group today. It is not predominated more completely because retail pharmacy is to blame. 67% of the practitioners of medicine are members of the A.M.A. Dentistry has 90% of its practitioners as members of the A.D.A. Pharmacy has 20% of its practitioners as members of the A.Ph.A. It's up to you to make the policy that you want.

Mr. Abrams added that Dr. Apple had advised him that more than 85% of the members of the A.Ph.A. are retail pharmacists, and that the House of Delegates of the A.Ph.A. is composed primarily of representatives of the State Associations who represent retail pharmacy.

Question: Should Boards of Pharmacy establish a rule prohibiting pharmacies from taking back unused portions of Prescriptions?

Answer: Mr. Ware: I see no objection of Boards of Pharmacy establishing a rule preventing pharmacists from taking back unused portions of Prescriptions. I don't think any more rules or laws are necessary regarding this problem because practically every state has laws on the books now with regard to mis-branding which could be applied to this problem. In other words, what assurance does the pharmacist have that the product he is receiving from the patient is the same as he dispensed on the Prescription. It may be a tablet, capsule or any other preparation, although of the same color and description, but yet of a different nature. Therefore, by placing such products in a container bearing the label of the manufacturer, the pharmacist may be putting himself in a position of making himself libel of mis-branding.

Question: Mr. Jerome Stiffman raised the question as to the ownership of drug stores by pharmacists only.

Answer: Mr. Ware: It is generally felt by legal minds that Pharmacists' ownership of drug stores would be ruled unconstitutional. This supposition is based on the premise that pharmacists not only render a professional service, but they also sell commodities of various and sundry description that do not require professional skill or knowledge. If any one would come up with a solution that would stand up legally, this would be a wonderful thing for pharmacy.

Question: Mr. Morton J. Schnaper raised the question as to the legality of a registered pharmacist accepting a Prescription in an establishment or station other than a licensed pharmacy and calling the Prescription into a pharmacy.

Answer: Mr. Ware: If the establishment is not a registered pharmacy, the pharmacist, although he is licensed, has no right to accept a Prescription in such an establishment under the law. I am, of course, talking for the State of Virginia.

Question: Mr. Gluckstern asked, does the State Board of Pharmacy in Virginia license wholesalers and manufacturers and do they require wholesalers and manufacturers to sell legend drugs only to pharmacies?

Answer: Mr. Ware: Manufacturers and Wholesalers are licensed in Virginia. It is unlawful for Wholesalers to sell legend drugs to others than pharmacists. Provision is made to sell such drugs to physicians, hospitals, and institutions according to their requirements of practice.

Mr. Gluckstern expressed the opinion that none other than pharmacists or established drug stores should supply legend drugs since they were trained and licensed to do so. Mr. Ware replied that economically he could see a reason for such an attitude, but the Board of Pharmacy has to be governed by what is best for the public health and it would be difficult to convince anyone that a physician, hospital or institution was not dispensing drugs for the best interest of the public health.

Mr. Kazin reminded the Convention that Mr. Ware is a public official, and as such, must carry out laws that may, at times, not coincide with his personal beliefs. Mr. Kazin also stated that the problem discussed is one of a national nature and undoubtedly will have to be reckoned with at some time in the near future.

Question: Mr. Richman of Annapolis asked why various companies refused to sell veterinary products to drug stores that were being sold to feed stores and under the label for human use, is a legend drug.

Answer: Mr. Ware replied that in his opinion this was a company policy rather than one involving the law. Mr. Ware recommended closer liaison with the Veterinary Associations. Mr. Abrams commented that this problem should be approached on a national level.

Question: Is the A.Ph.A. preparing to make an immediate study of Prescriptions under Medical Care Programs?

Answer: Dr. Goldstein: Dr. William S. Apple from all present indications will become the Secretary and Manager of the A.Ph.A.

at the Cincinnati Convention in August. His graduate work was acquired in Administration. His training makes him fully capable of undertaking such a study. I feel that if immediately means sometime after Dr. Apple takes office, then you can look forward to such a study being made immediately.

Question: We understand that Virginia adopted a new set of Pharmacy Laws. How was this accomplished?

Answer: Mr. Ware: To give you a complete answer would take up considerable time. First of all, there must be absolute cooperation between all parties concerned. There was complete harmony between the State Association and the Board of Pharmacy in pursuing our objectives. I know that there was considerable correspondence between the Secretary of the Virginia Pharmaceutical Association and the Board of Pharmacy. A joint request of a legislative study was made. This study was made by a Committee representing all facets of Pharmacy and included people that were not necessarily pharmacists, but were allied with pharmacy in one way or another. All controversial legal problems were reviewed by the Attorney General and legal counsel representing the State Association. All of this material was assembled in a bound volume and presented to the Virginia Legislature with a resolution calling for a study of the Pharmacy Laws of Virginia. This study was made by the Legislature. Public hearings were held. Different segments of Pharmacy from all over the country presented their views. At the conclusion of the hearings, the committee drew up its recommendations in the form of a bill which was presented to the Legislature.

Mr. Kazin complimented the speakers of the first section of the panel presentation for their excellent talks. He also announced the panelists that would appear on the continuation of the overall presentation, to be presented during the Third Session of the Convention to follow tomorrow.

President Block also expressed his compliments and appreciation to the Moderator and the Speakers.

Announcements of the Activities and Entertainment features for the rest of the day were made. The Resolutions Committee Meeting was set for 8:00 P.M. by Chairman Noel E. Foss. He requested that Resolutions be submitted to either members of the Committee or him before the meeting.

The Second Session adjourned at 2:45 P.M.

THIRD SESSION

Wednesday, July 1

The Third Session of the 77th Annual Convention was called to order in the Ballroom at 11:00 A.M. by President Frank Block. President Block introduced First Vice President Gordon A. Mouat who presided over the full session.

Mr. Kazin brought personal regards and greetings from Dr. Robert L. Swain. He intimated that Dr. Swain's progress of convalescence was good and from all indications, he was to be released from the hospital in about a week or ten days. He referred to Dr. Swain's interest in the meeting, hoping that it would be completely successful and expressing his regrets that he was unable to attend the convention.

Mr. Kazin reviewed the previous day's presentations . . .

And now, as we come to the second phase of our two day panel session, I think it might be in order to review some of the highlights of yesterday's program.

Our theme, as you know, is Pharmacy's Twenty-Five Year Plan. Pharmacy, we're all agreed needs to determine its professional and economic goals other-wise it will most likely muddle along at no purpose.

As Dr. Swain has pointed out and as we stated yesterday the fact that many of our most serious problems have been dogging our footsteps for countless decades is explainable only on the grounds that we have never really come to grips with the realities underlying these problems and thus have never faced up to our obligations to the profession.

Nothing but good would come from the efforts of highly qualified groups dedicated to a searching study of pharmacy's professional and economic objectives. Such a study would show the need to plan and build for the years ahead. It would give the body pharmaceutic something to shoot at, something to aspire to and something to be worthy of.

Pharmacy in the years ahead can be what we want it to be, if we want it hard enough, long enough and fundamentally enough to work at it from now on.

With this challenge facing Maryland pharmacists from the Dean of their elder statesmen, Dr. Robert L. Swain, this program was evolved.

Although one of our speakers, Dr. William S. Apple, Secretary Nominate of the American Pharmaceutical Association, was unable to be present, his place was very ably taken by his and your associate, Dr. Samuel W. Goldstein. He was asked to speak on the future of pharmacy regarding welfare programs associated with serving the needs of the aged and pre-paid prescription plans in general.

Dr. Goldstein pointed out that a number of surveys with respect to pharmacy's economic and professional position had been made but in many instances, implementation of such programs as splendid as they were, was opposed by retailers who confronted with the necessity of practicing their profession in a commercial atmosphere evidenced traits of individualism and independency which in many instances made it difficult for the results of these studies to be activated in a fashion conducive to pharmacy's future strength and progress.

He further indicated that although prepaid prescription plans were now in effect in Ontario and being considered by California it was advisable for pharmacy groups not to rush into such programs hastily but to study them thoroughly and exhaustively in terms of their economic and professional potentials.

He predicted that we were moving slowly into an ever widening orbit of governmental control over medical care programs involving the aged, veterans and other governmental groups.

Furthermore, he contended, that unless the health-care fields could develop sound and realistic programs for all people within the framework of our free enterprise system, that it was only a question of time before we would have socialized medicine whether it was called by that name or something else. Socialized medicine he stated is now here for a part of our population and that type of coverage is growing larger and larger. Prepaid prescription programs may or not be inevitable, but first let's find out whether the public needs prescription insurance, wants it, wants it but doesn't need it, needs it but doesn't want it. In all these instances, the question before this house is "Can we give the public the kind of insurance they want or the kind they need?"

Mr. Robert Abrams presented many provocative issues. He pointed out that internally the future of pharmacy looks very bright but outside pressures may markedly alter the course of our future, and may have extreme significance for you. We must realize pharmacy is a dependent profession, he said. Any changes in the practice of medicine can well effect the destiny of pharmacy and we must realize it and the medical profession must realize it also. The problems facing us are five-fold, Mr. Abrams pointed out.

1. *A Social Climate* which is based on personal security rather than personal freedom.
2. *A Hospital Climate* which increasingly enables the corporate hospital to assume an even more dominant role in medical care.
3. *A Scientific Climate* which taxes the Medical and Pharmaceutical professions to keep up to date.
4. *A Possible Breakdown in the Integrity of Distribution* whereby the distribution of drug products are channeled through others than those qualified legally and educationally to handle them.
5. *The Need for Insuring the Quality of Pharmaceutical Practice.*

Mr. Abrams also emphasized the need for the profession to recognize the fact that it must be willing to accept a real code of professional ethics to discipline its members when they violate this code. He called for a careful analysis of all these various problems and stated that such action could be only accomplished by an integrated staff, well financed and well oriented national organization.

Our third and last panelist was Mr. Ralph Ware. Mr. Ware discussed future legislative requirements concerning the practice of pharmacy. He touched on such issues as reciprocity. With respect to this subject, he stated, 'There has been a continuing effort on the part of several states to seek a certain degree of uniformity in these basic licensure requirements so that the reciprocity privileges of an applicant will not be impaired. There can never be complete uniformity in this field, because from time to time, conditions in the various states dictate that there not be uniformity, but in general terms, there is more uniformity today in principle than ever before."

He predicted less emphasis in the future on the theoretical aspects of state board exams with a noncommitant emphasis on the practical phases of pharmacy. He opposed the suggestion that a national licensing examination be instituted, claiming that this amounted to an extention of the theoretical examination. In his opinion the individual states should control this function of licensing people who wish to practice the profession within their own boundaries.

He suggested that new definitions need be developed for a pharmacy or drug store and that such a definition must be based on what the practice of pharmacy is today.

He called for an examination of existing statutes relative to ownership of pharmacies and corporate structures with an idea of determining what effect they may be having on professional opportunities and whether the public is being adequately provided with pharmaceutical service.

He asked that the place of pharmacy within clinic structures be studied, called for hospital pharmacists to work more closely with other pharmacy groups and reminded pharmacists that all their problems could not be solved within the halls of congress or the state legislature.

Personal conduct, integrity, appearance, character and a sense of professional responsibility go to make up the bulk of the law we should rely on, said Mr. Ware.

During the question and answer period a great deal of emphasis was placed upon the legislative and distributive problems effecting the field.

There is an obvious lack of communication between retail pharmacists and the manufacturer if one is to base his impressions upon the questions asked.

There is also some indication that pharmacists want to and should become more familiar with the organizational structure of their national groups particularly that of the A.Ph.A.

There were many questions that could not be answered, because of time limitations, however we may be able to touch on them this afternoon.

And now we're ready to proceed with today's panel discussion.

Our first panelist this morning is executive director of the American Foundation for Pharmaceutical Education.

He is widely known as an educator, administrator and writer. He has been a pharmacist since 1924 and a teacher since 1927; a member of the faculty of George Washington University for twenty-five years, fourteen of which he served as Dean of that College of Pharmacy.

He was Director of the Pharmacy Division of the Veterans Administration and currently is Consultant to the Chief Medical Director of the Veterans Administration.

Our panelist was a member of the Committee on the Pharmaceutical Survey, a three-year study of pharmacy and its educational system, conducted by the American Council on Education. He is a member of the Board of Trustees of the United States Pharmacopeia and is the current Treasurer. He was formerly Secretary of the National Drug Trade Conference.

Our speaker is a graduate of George Washington University and the University of Maryland and holds honorary degrees from the Philadelphia College of Pharmacy and Science and Temple University. He received the Alumni Achievement Award from George Washington University, as well as pharmacy's highest honor—The Remington Honor Medal in 1957.

He will discuss the role pharmacy should expect to play in serving the public on the retail level and relate such service to the importance of obtaining a proper educational background.

It is my privilege to present Dr. W. Paul Briggs.

THE BIG CHANGE IN PHARMACY

W. Paul Briggs

Executive Director of the American Foundation for Pharmaceutical Education

There are some changes taking place in the world of Pharmacy, but the changes are in degree, not in common. Every one of today's changes has been met successfully in the past. Pharmacy will adjust to every current change. Indeed, Pharmacy will ultimately profit from some of the changes, that at the moment seem most destructive. I know that Pharmacy has some very real problems. I know that super market competition is not just a state of mind. I know that price cutting, manpower shortages, soaring over-head cost can not be ignored as merely psychological reactions. I know that you can not pay rent or buy food with positive thinking. You need hard cash and so do I. Within the theme of this meeting "Pharmacy's Twenty-Five Year Plan", I am instructed to speak on and I quote: "The future role Pharmacy will play in serving the public on a retail level and on the importance of the proper educational background with possible expansions. This is a big order, but in 25 years, I probably will be beyond your reach and I can make some predictions to which you should not hold me accountable until 1984. To balance our risky voids into the future, let's first check a few items making news 25 years ago.

1. In 1934 the Government informed us that unionization of pharmacists must be accepted by store owners for collective bargaining.

2. In some states, druggists were fighting legislation designed to prevent drug stores from operating a soda fountain and serving food.

3. The N.A.R.D. presented a health bill to Congress as an amendment to the 1926 revenue act designed to restrict the sale of drugs by or under the supervision of registered pharmacists.

4. Boards and Colleges of Pharmacy declared officially that practical drug store experience is an indispensible factor in the training of competent pharmacists.

5. N.R.A. officials told wholesale druggists, they should relieve unemployment among pharmacists by hiring them as board officials.

This was in 1934. While pharmacists and all other Americans have equally embraced their individual benefits flowing from the 20th Century changes, they sometimes fear and resent the same basic influences when the impact falls upon their own traditional physician. Second changes may be annoying and sometimes downright frightening. Even though changes bring gains, more often than loses.

Let's look at some of the changes occuring over the past 25 years that have profoundly influenced the way of pharmacy up to 1959. These are the things that have happened in the last 25 years.

1. 1938 Food, and Drug Law and its Amendments in the rise and decline of the State Fair Trade Law.

2. Development of Medicinal Leadership in the United States. Introduction of dramatically effective therapeutic agents and resulting growth of the Pharmaceutical Manufacturing industry with national distribution of prescription drugs.

3. Progress in Pharmaceutical education from virtually no academic standard to progressively a two year, three year and four year course that a five year program of training projected for 1960. All of this with parallel reduction of practical experience requirements.

4. Expansion of the types of merchandise stocked in drug stores, use of self-service and intensive selling methods, television pre-selling of proprietary medicines and beauty aids, appearance in greater numbers, professional pharmacies, chain drug stores, group medical practice, and clinic and hospital pharmacies.

Now each of you could easily list many different doctors that have influenced the cost of pharmacy over the last 25 years. But these may serve to illustrate some of the basic causes of recent changes in Pharmacy. Since no good purpose can be served by debating the specific causes and the purpose of these and other influences from the past let's look forward now to visualize the practice of Pharmacy and pharmaceutical education in 1984. I guess, and that is all I am qualified or mean to do, that between now and 1984, the pharmaceutical horizon will brighten, even though some strong clouds will drift by occasionally. Within this guess of a bright future for Pharmacy I predict:

Stabilization at about the present total of 52,000 drug stores. Despite a population incearse of well over 50%, however shopping center drug stores will increase four fold to about 10,000 in the next 25 years. Professional Pharmacies will double their number to about 5,000 and the remaining 35,000 drug stores will serve city residental neighborhoods, small suburban centers, towns and rural areas. Stabilization in total pharmacy outlets will result from a slowdown of mass population shipments followed by rising concentrations within established living area.

Skyrocketing of rental, labor and other over-head cost will require larger prescription and/or business volume per pharmacy to meet fixed expenses, thus favoring the expansion of shopping center drug stores at the expense of the smaller units.

Continued shrinking of population in rural areas in small towns will accelerate the trend toward inter-town medical and pharmaceutical services as well as all general shopping. Already the number of physicians in group practice are on salary in clinics and state institutions. It is up to nearly 1 out of 2 physicians and is expected to reach 3 out of 4 in the next fifteen years. Patients have accepted clinic practice, based on how long to my doctor, not how far. These forces will result in further concentration of prescriptions and other pharmaceutical services near the physician's point of service rather than the patient's home.

I predict too, a gratifying increase in types of physician's, opportunities for pharmacists, more specialization within the profession and that 25% of all future graduates, double the present ration, will be engaged in related professional, scientific, business, and non-technical fields outside of retail pharmacy. This drain off from retail practice from future graduating classes will certainly rise as a direct result of even better scientific and business training in our colleges and this means our enrollments must be substantially increased in the years ahead.

With the total number of prescription departments remaining at about 52,000, but distributed throughout 3 rather well designed and basically different type outlets, pharmacy students will require more adapted training in college to prepare them for the demands of: 1. Exclusive professional practice. 2. Job store management and 3. Community Service Centers. All must first be competent as pharmacists. But with each of the different areas of practice, students will need special training to prepare them for the other demands and duties that will characterize these environments where Pharmacy services of the future will be provided to the public.

I predict also that from junior high school on, all educational institutions will operate on an 11 month basis. Thus shortening the total years necessary in preparation for life and career, but further taxing the facilities of staff of our Colleges of Pharmacy. Education is a big and costly operation. President Eisenhower has predicted that college enrollments may triple within the next 15 years. To meet the demand, education must not only receive a plan to utilize the facilities and that maximum benefit from the talents of teachers on a year round basis, as the student and the cost squeeze becomes more acute. Apparently Dartmouth College and Johns Hopkins University have already taken giant steps in this direction. This does not mean certain courses are accelerating education. It means pooling education.

I am convinced that education will receive the money it deserves and needs only when it persuades expense minded legislators and profit minded businessmen through an educational balance sheet that otherwise higher education is economical, efficient and protective. The program of pharmaceutical education will begin next year just when greater attention is being focused upon ways to reduce the time factor and lower the cost of education in all fields of higher learning.

Some able teachers are already pointing to the inadequacy of the five year program and urging adoption of the required six year period. Two Pharmacy Colleges are now on a minimum mandatory six year basis. Some students will not be completely satisfied with a five year course that results in a basic academic degree of Bachelor of Science. Some educators favor the Master of Science or Master of Pharmacy degree for the new five year program. Others oppose these suggestions. We do not know just how this expanded and under-graduate training will effect our rapidly developing graduate program. And the profession has not yet completely adjusted to this impending change in the pattern of pharmaceutical education.

It is impossible to have too much education. Certainly the new five year program should produce better pharmacists. This extended training will insure deeper scientific knowledge based upon better consequences and stronger foundations as well as more courses in cultural and business subjects. These are highly desirable plus values for pharmacy. But we cannot evaluate this big change until after 1965. But in this interval, we should take a lesson from engineering.

By an all out recruitment program aided of course by Sputnik and some terrified congressmen, engineering student enrollment rose sharply over the last few years. Then the effort was relaxed. What happened? Freshman engineering enrollments last fall dropped 11.1% while a total college enrollment increased by 7%. Furthermore, 1 out of 5 engineering schools expect a further decline in Freshman enrollments next fall.

Pharmacy enrollments could drop to a dangerous level in the next 5 years if we do not maintain a constant and aggresive drive for quality students for our Colleges of Pharmacy. Manufacturers, the chain drug industry, wholesalers and State Associations have made significant contributions to this effort. We have made some progress, but not nearly enough. Active pharmacy student recruitment is everybody's business. We wonder what happened to engineering this year, let's not loaf on our job.

I predict for: Continuous, but not economically disastrous deversion of some package medicines and traditional drug store merchandise from main drug outlets. With parallel expansion of drug store professional services including Physical Therapy appliances, hearing aids, home nursing and invalid requisites, diagnostic aids, clinical laboratory supplies and services and orthopedic equipment. Subject to unforeseen developments, it appears that Pharmacy will not achieve exclusive distribution of proprietary drugs, however, the sale of some home remedies by super markets from an economic point of view, will certainly not destroy pharmacy. The public may do some casual shopping for established remedies in grocery stores, but they will not rely upon the health advice of butchers and bakers.

The intelligent American public will continue to seek guidance on health problems from pharmacists and physicians. It seems likely that this enchantment of drug services obtained from fish mongers will be a self-limiting factor against significant sales of such items in super markets.

With our aging and aged population increasing almost as fast as babies, it seems inevitable that more oldsters will be cared for by their families since nursing home cost and limited facilities will preclude placement of all these senior citizens in private institutions. These oldsters will need above average medication and home nursing supplies. Here is a field of proper expansion of pharmaceutical service. By default of pharmacists, surgical supply houses have entered this field but by prompt and aggressive action, this substantial and necessary sick room and home nursing accessory business can be acquired by an alert drug store and with this service by pharmacy of invalid and nursing home supplies will come companion purchases of preventive medications, both proprietary and prescription.

Hearing aid and Physical Therapy supplies in some areas, opportunity for laboratories for testing services, distribution of home testing materials, and other services supporting home care of the aging will in the near future become a major element in the total health activities of pharmacy.

All this, plus the professional services no where else available will bring back to the drug store the distribution of drugs, medical and nursing supplies. Change is a part of the price we pay for progress. Let's direct our energy to getting our money's worth from these big changes. If we are alert and adaptable, we can exploit many of today's changes to our ultimate advantage.

I have predicted some obvious changes, some rewarding opportunities, permanent and important roles for pharmacy in the future. To hold and advance its position on the Health Scientist team and the battle of Main Street, Pharmacy must rely on the power of knoweldge. The strength of leadership and of the practice of Pharmacy will be the proportion of the effectiveness of our progress. Pharmaceutical education is preparing for the big change. I make as my final prediction a good future for Pharmacy.

Our second speaker is President of the Pharmaceutical Manufacturers Association.

Since 1941 he has served in various capacities with the American Medical Association—with the AMA Council on Pharmacy and Chemistry and as Director of the AMA's Division of Therapy and research.

In 1949 he was named Editor and Managing Publisher of the Journal of the American Medical Association and Editor-in-Chief and Managing Publisher of the Scientific Publications of the American Medical Association.

Since 1953 he has been Executive Editor of the World Medical Journal and in 1954 was appointed to the position of Chairman of the Board of the U.S. Committee, World Medical Association.

He holds the distinction of being recently elected to the position of the first full-time President of the Pharmaceutical Manufacturers Association.

He is a native of Ontario, Canada and has been an American citizen since 1943. He took his medical degrees from Queens University, Faculty of Medicine, Kingston Ontario and is author and editor of a number of scientific books as well as being affiliated with several medical and scientific groups.

He will discuss a plan to promote better understanding between pharmacist and physician and, more specifically, present his ideas as to how the manufacturer can contribute to this very worthwhile objective.

It is my privilege to present Dr. Austin Smith.

DR. AUSTIN SMITH

President, Pharmaceutical Manufacturers Association

Mr. President, Ladies and Gentlemen:

A meeting of a state pharmaceutical association has always been for me an important occasion. When men and women of a profession convene there are possibilities for goodwill and sharing of information that probably are truly appreciated only by those in attendance. But when members of a health profession convene even greater possibilities materialize. At least I believe this, perhaps because I'm prejudiced being a member of a health profession. But prejudiced or not, I repeat my declaration that meetings such as yours serve a useful purpose the result of which extend far beyond the few days you are in session.

Therefore it is with anticipation as well as pleasure that I bring to you greetings from the Pharmaceutical Manufacturers Association. To appear on your program affords me personal pleasure. But for the Pharmaceutical Manufacturers Association it provides an opportunity to remind each of us of the many close ties existing between pharmacy and the manufacturers of prescription items. Thinking of these ties, which really are bonds of interest in man's greatest possession, life, encourage me to also bring greetings from another association since it represents one of our allies, the medical profession. I am Council Emissary for the World Medical Association and President of its U. S. Committee. Thus I speak with firsthand knowledge of the interest of physicians in pharmacy when I extend greetings from the World Medical Association. And let me reveal one more hat which I wear because its origin lies in an organization deeply interested in the entire medical care picture in our country. Now I am referring to the Health News Institute which follows closely health and illness in their broadest aspects. From this body I also bring greetings.

Perhaps on first reflection all of these greetings might suggest an interest in personal recognition. Believe me this is not the situation; I'm sure your remembrance of my personal friendships with pharmacy over the years will set at rest any doubts you might be inclined to entertain. The real reason for emphasizing the friendliness of other groups towards pharmacy is to set the stage for my comments on "Pharmacy's Twenty-five Year Plan". And I want to approach this subject with pharmacy, medicine and the drug industry clearly in mind. We have had much in common, we have much in common, and we should continue to have much in common. We don't need to review what has happened or what is happening in our professions or in our country; this is or is about to be past history. I would like to mention, however, the future and a few fears I have about it. Someday this too will be past history and then it will be too late to modify the events not to our liking.

So, what about some of my fears for the future? Let me first make clear I do not anticipate these events happening; I am merely fearful they will happen if you and I don't do our best to understand, to clarify and to educate not only ourselves, but our colleagues, our families, our friends, the people with whom we do business—well, everybody on whom we can exert some influence as professional people, as business people and as good citizens.

Fear number one. I am afraid pharmacy and medicine and the other professions in the health team will be driven apart by division of opinion and effort within their professional ranks and between the professions.

Fear number two. I am afraid the professions and those who supply the health tools such as the manufacturers of drugs will be driven apart through misunderstanding, bickering and short sighted policies.

Fear number three. I am afraid the respect by the public for members of the health team will change from respect for a profession to respect for technical knowhow. This would result in recognition of the health professions as consisting of technicians or tradesmen rather than of professionally trained people.

Fear number four. I am afraid there will be less and less freedom in choosing drugs, doctors and hospitals, and more and more decisions in this respect by governmentally controlled bodies.

Fear number five. I am afraid there will be a decreasing demand for, perhaps need, perhaps even opportunity, for meetings within a profession and between professions as these groups lose more and more of their rights and privileges.

Fear number six. I am afraid we will have less and less glamour to offer when we talk with members of the next generation about following in our footsteps.

I could mention more fears. In fact, I had in mind originally listing ten fears so I would have an excuse to suggest another version of the Ten Commandments, this one designed for the members of the health team. But time and timidity are deterrents. I do not want to take up too much time on this program since it is a panel discussion with only a modest acknowledgment of a formal presentation. And timidity holds in check any attempt to don a clerical garb and recast the Ten Commandments. Furthermore, I have another fear pressing against my original objective: I am fearful that many will think I am forecasting the fears I mentioned. Once again let me emphasize I am not anticipating these events; I am merely saying I am fearful they may occur if you and I do not meet our obligations as professionally trained people and as interested citizens.

Now, what are these obligations? There are many; I'll mention only a few. I think, though, they fit in with any twenty-five year plan for any of the health professions.

One way to review these obligations is to consider them in general terms. Thus one can refer to the obligations of providing leadership, of dispelling confusion, of correcting misunderstanding, of assuming an educational role and of being a recognized figure in the community. Other obligations could be mentioned but this is not necessary as these references are only for emphasis, not as guide lines. Another way to review them would be by being specific in terms of problems. This I propose to do. But before I turn to specificity, let me draw attention to something we often overlook. Perhaps it can be described best by using the words "changing times".

The word "health" was a casually accepted word in most quarters until almost World War II. While there always was sympathy for those who were ill, and hospitals, doctors, nurses and others were recognized—yes, admired for their efforts, health as a subject was more of an objective for the individual than an excuse for social revolutions. Perhaps this was in line with philosophies that favored individualism and yet at the same time encouraged compassion for others. Now, however, "health" is as prevalent in the language of the politician and the afternoon tea party habitue as it is in the language of the health professional. I am not going to debate the pros and cons of this development; I merely want to remind this audience of this change in vocabulary usage because it may help explain why health rather quickly has become everything from an objective to an excuse for change, from a state of being to a political plaything. The spotlight of public attention is now focused on all phases of health and on all people who influence it—pharmacist, physician, drug manufacturer, all of these and others cannot make a move without someone watching and commenting.

So, where does this leave us? Confronted with the need for keeping the record straight. Others have pointed to the need of keeping records in proper focus and what I am proposing is not new; I'm merely lending emphasis. The members of the health team have a good story to tell but they're wasting time and weakening their own positions by blaming their team members when someone points a critical finger. There isn't any one of us who cannot find an excuse to be critical of others, but let's remind ourselves there isn't any one of us entirely free of reason for criticism. Each time I point at you, you can point at me. Each time I point at your profession, you can point at mine. And what do we get out of it? Not much but ill will, divided ranks, stronger opposition, to mention just a few of the results.

Usually on careful analysis we find many accusations to be based on misunderstanding. I'll admit, of course, that all of the health professions have some bad actors in their ranks, but who doesn't. This fringe element in time disappears, but in any event could be brought largely under control if we really wanted to resort to persuasive influence. More important, is the trap that lies in a false accusation. When I hear physicians, pharmacists, drug manufacturers and others accuse each other of questionable practices I am disturbed, particularly if these practices can be corrected. But when I hear them make accusations for which there is no foundation I worry. In fact, sometimes I am ashamed. How easy it would be to get the facts before a charge is leveled at someone else. And how much time is wasted on criticism when the same amount of time spent on help would benefit everyone. This is indeed a shameful admission.

A few minutes ago I mentioned "changing times". All of us must be realistic and realize that time does not stand still. Nor does mankind. Some of the things we observe and experience are not to our liking, and sometimes they are not good for the country. But they occur. I used the word "occur" which I hope you noticed because these events do not just happen. Either they occur because of someone's planning or because of someone's negligence. Thus, in each instance we must be prepared to decide if we failed to prevent the undesirable through negligence or if we encouraged it through failure to offer a better possibility. There are strong social forces working today that should serve as a challenge for all of us to encourage leadership and unity in the health field and not bickering and disunity.

Now to return to the specificity I mentioned a few minutes ago. I hoped then to cause you to believe I was going to list item after item for consideration and maybe action. Well, I was only trying to lead you on. I could list problems and give my ideas for solutions but no matter how many problems I listed there would be as many more unmentioned. And if I suggested solutions, there would be others equally applicable. Furthermore, their importance would be modified by the "changing times" I have mentioned. What I do want to be specific about is simply this:

This is the time for us to recognize that we have problems and that we can, if we want to, solve them. So I would like to urge all of us to take a vow that (1) we will try to meet our obligations as professionals on the health team, (2) when we hear accusations we will demand facts before we speak or act, (3) when we do speak or act we will do so within the family rather than through public airing, (4) when there is need for change we will provide leadership instead of obstruction, (5) we will never forget there are many friends willing to help us through troublesome moments and not all of these friends are confined to the ranks of the health team, (6) we will never forget no one member of the health team can stand alone, and (7) we will never forget that those who would like to destroy free nations can work most effectively against divided opposition. It's up to you and me, everyone of us, to prevent division by displaying patience and understanding, and by displaying the qualities of leadership normally found in every man, woman and child permitted to enjoy the blessings of living under freedom. This alone can provide more than enough challenge for any profession, including pharmacy, which at this time wants to take a twenty-five year look into the future.

Our third panelist this morning is executive secretary of the Federal Wholesale Druggists' Association.

He is a graduate of Princeton University with a B.S. in Chemistry. He attended Columbia University Graduate School and Northwestern University.

He was the secretary of the Drug, Chemical and Allied Trades Section New York Board of Trade and currently is secretary and treasurer of the National Drug Trade Conference. In addition, he is serving as a member of the Steering Committee of the Bureau of Education on Fair Trade.

He has also been a Director of the American Foundation for Pharmaceutical Education and on the Advisory Council of the Health News Institute.

Our speaker has a thorough knowledge of the wholesale drug field and is considered an expert on the subject of wholesaler-retailer distribution.

He will discuss the model drug store of the future and the expanding services pharmacists will be called upon to render during the next two or more decades.

It is my pleasure to present Mr. Ray C. Schlotterer.

COMMERCIAL PHARMACY IN THE NEXT TWENTY-FIVE YEARS

R. C. Schlotterer, Executive Secretary
Federal Wholesale Druggists' Association

A few miles west of Ogden, Utah, more than a hundred years ago, a golden spike was driven connecting the trans-continental railroad from the Atlantic to the Pacific. Today, a monument is erected at the Union Pacific Station, with the following appearing on a stone marker—"Weld the Past to the Present, to enrich the Future". The subject of my talk—the next twenty-five years in commercial pharmacy—will use this inscription as a theme. As Samuel Johnson said of traveling—"let us regulate our imagination by reality, and instead of thinking how things may be, to see them as they are." So bear with me as we philosophize. You know a philosopher is a blind man, sitting in a dark room, trying to find a black cat.

Yesterday

Yesterday, the general crossroads store supplied everything from apples to zithers. However, the owner did not have all the answers and as a result, the coffee, tea and spice store; the vegetable man, the butcher and grocery store entered the retailing picture. As these off-spring grew and specialized, they not only took away food volume, but the cracker barrel and pot-bellied stove; in time faded out of the picture. In the non-food category, this same cleavage occured with the haberdasher featuring men's needs; with the tobacconist, taking the products that were the delight of smokers; the hardware store corraling the hardware and the druggist, stressing the health function; taking over as his special preserve, medicines and drugs from the itinerant doctor on horseback. By specialization — departmentalization — varied consumer appeals — stocking the merchandise needed for the type of products promoted —these new personalities provided not only a greater variety and assortment, but continually attempted to stress in the public mind, their own image and reasons for patronage. These off-shoots, in time, started to broaden still further and depending upon the competitive position attained, or the status won in the particular community served, they were assured either success or failure.

Following these initial efforts, came the dry goods or department store. These started in growing population centers, because the average American was becoming style or fashion conscious, and a mere basic assortment of staples no longer satisfied the public craving to keep up with the Jones'. They featured specialized labor, introducing the buyer of hosiery; the buyer of millinery; and for the selling function the merchandising man; the stylist; the advertising-promotion man and the basement department expert. Operating overhead rose, for in time half of the employees were performing functions other than behind-the-counter selling. As a result, a squeeze occured between income and out-go, which gave birth to another type of competitor—the mail order house—who endeavored to eliminate increasing sales expense—as the adoption of self-service does today. The descriptive-sales appealing qualities of the printed page—a catalog—had an appeal. Thus, Sears-Roebuck and Montgomery Ward sold items—thousands of miles away—even when the same products were stocked and displayed by local "home town" merchants. True—the RFD and the parcel post system were factors; but the catalog had a sales impact all its own. Further—volume buying provided a price appeal. Compared with the dry goods stores, many services to which previous customers took for granted, particularly credit, were curtailed. While cataloges continue as aggressive competitors, basically they fail to provide the reader with the chance to examine merchandise. It is difficult by mail to order the right size, color or style. Further—they sell on a C.O.D. basis. Thus a time lag occurs before an order is mailed and the merchandise received—further without cash, impulse sales are held to a minimum. Present "lay-away" plans had not yet been adopted. Yes—a bubble looks mighty pretty until it bursts—but ordering by mail will never die.

After a time, and economics being what it is, a further approach was attempted—the chain. The first grocery chain—an A. & P. unit—was introduced in 1858; Woolworth opened the first variety five-and-dime store in 1880. Thru extensive traffic studies, they picked good locations—used mass displays and self-service in a manner previously unknown. The girl, or boy, behind the counter only had to bag or wrap the purchase—they did not have to exert any selling efforts as self-service did the rest. Emphasizing group buying—orders were placed by the carloads; thus "wholesale prices" were featured at retail. Yes—the A. & P. featured groceries at bargain prices and Woolworth offered low-price variety items. As services were held at a minimum, operating costs were low. Merchandise was not delivered, telephone orders were not accepted—credit was not extended, while choice of merchandise was limited. As management depended on paid employees, however, it was found in time that even with profit incentive plans; the same personal interest and drive in store operation as compared with the independent, was not possible. To this was added a growing anti-social belief fostered by independents that chain competition was unfair. Tax legislation, to limit their growth in various state legislatures was then introduced. Buying advantages where quantity discounts, advertising allowances, and secret rebates were involved. received another setback with the passage of the Robinson-Patman Act. The automobile parking problem brought new headaches; as did high rent leases for locations in concentrated areas.

Competition seeing their appeal, particularly the advantages of self-service, quickly adopted the basic pattern. As differences between the operating ratios of a giant or an independent, all other things being equal, are small, their merchandise was soon poached on by competitors. To remain competitive, the original five-and-dime products were then moved into the higher price brackets. Today, items priced at $10.00 are found where formerly the maximum was a dime. As a result, styles, sizes and fashions made previous low cost help impossible, so selling staffs became essential. In time with an increasing operating load, their appeal to both owner and the public took on less stature and at present, the chain and variety store are operating in an unprofitable climate.

The independents in the late 20's, not to be outdone, and faced with the necessity to obtain lower prices then introduced a chain of their own which emphasized group buying. They realized that the consumer still enjoyed to shop in a locally owned store—there he knew the proprietor—he called him by his first name. So, while the management of the outlet remained in the hands of the original owner, he cooperated with others in an endeavor to gain buying and merchandising objectives, considered essential for his survival. This type of effort was labeled "cooperative", "mutual" or "voluntary chain". As a result, today we find in the twenty-five top retailing food chains, that thirteen are "cooperative chains", while twelve are "independent", "voluntary" or "cooperative".

In a corporate chain, the manager of a store takes orders from the central office; "must" products are placed on display; salesmen are activated and extensive merchandising and advertising programs are religiously followed. In the independent-owned chain, the retailer follows suggestions, depending in many cases, on his personal whims. As a result, the independent receiving help, is often the man who needs it the least. The initial impact gained from "group buying" was thus limited, thru failure to adopt its corollary "group merchandising". In some cases they grew; in others they withered away; but who can predict what the future holds?

Then came the so-called "consumer cooperative"—the "co-op". The label "co-op" is often misapplied, so let's differentiate between a "consumer cooperative" and a retailer-owned voluntary chain. Exponants of the "co-op" concept, believe that under the present system of food distribution—costs are too high. There are too many services; too many brands; too many sizes; with the middle man responsible for excessive costs. In other words, distributors take too large a share of the purchasing dollar—so—cut out non-essentials and return the savings to the buying stock-holder consumer.

Financed by the husband or wife, they are expected to purchase as large a share as possible of the products needed for the kitchen or dining room table with private brands featured.

Consumer cooperatives have not made strides in this country. Why? Curtailing services, brands or personal desires—thru the group-approach—always meet obstacles. The public opposes regimentation and demands unlimited services—free choice; free delivery, to order by telephone and receive generous credit. The savings resulting from purchasing goods—money down—therefore, is not sufficient to guarantee continued consumer loyalty. Basically—we are a free economy and what satisfies Sweden is not adaptable to the U.S.A. Has any nation in history been faced with more promotions, or a more elaborate system of persuasive printed words; billboards; newspapers; magazines; radio and television—to eat more; or use more—of this or that—specific product?

Today

It is stated that only two new types of distribution were introduced in the tweny-five years between World War I and World War II. Mail order houses opened retail outlets and the super-market came into being.

Why did the mail order houses go retail? It was a defensive move. They believed ultimately they would lose business if customers did not see, feel and touch the merchandise purchased. While Montgomery Ward led the procession; Sears-Roebuck in 1926 planned the opening of one hundred retail stores. Today, Sears, Roebuck, with their retail outlets and mail order catalog stores, have close to sixteen hundred outlets; with business at retail, totaling 75% of their annual volume. Montgomery Ward, on the other hand, has over one thousand outlets; both retail and mail order; with two-thirds of their sales volume obtained across-the-counter rather than by mail. Yes—survival and the need to give status to the operation, is basic.

What about the "super"? In view of the limited price appeal between an independent grocer buying cooperatively and the then existing food chains, a new wrinkle was adopted. Frankly, it was the forerunner of the larger store—chain idea; which today has swept the retail horizon. Nothing new was brought into the picture for basically old-well-established principles of distribution were used—the combination of self-service; key to low prices in view of reduced payroll expenditures—and the cash-and-carry principles; long in vogue. Chain stores had already proven the economics achieved by mass purchase and streamlined selling; and these were now all combined with growing automobile traffic and the parking problem as the activating factors.

The ability of a supermarket to compete, is evident. Changing over to "supers" makes possible food prices at least 8% below those of regular chain. As a result, the horizon is dotted with thousands of "supers" and where in the past the neighborhood grocery chain carried perhaps six hundred items, the inventory stocked by "supers", changes hourly. You can well ask—if a "super chain" shows savings over the original food chain, then why the growth of "discount houses" which have mushroomed since the war; or why the growth of "superettes"—the baby super. Here again, "discount houses" came into being as a result of consumer appeal—the need to set up status—a store apart from the others thru the use of the attention getting term "discount". Previously, it was used by retailers under the nom de plume "cut rate". "Superettes" on the other hand, came into the picture to assume high volume for competitive reasons. Even though the sales volume of "supers" are astronomical, the increased operating costs of shopping centers today, results in a price-cost squeeze for their average profit is only one cent on every one dollar of sales. Therefore, many and smaller outlets were installed to provide volume, or as road blocks to impede the growth of competiting financial giants.

When this new devil, the "discount house" arrived, it rented and dusted off some vacant factory or dilapidated warehouse—it had to if it was to appeal on price. Electrical appliances were first featured. To conventional retailers, these items were sold at prices that seemed unbelievable. As a result, some moved out of the field, or discontinued the lines featured; while others girded their loins for a battle on the plains of Armageddon. True—competition and continual fair trade litigation by manufacturers have reduced their number; but who can ignore the fact that their basic appeal will ever lose interest—consumer values at appealing low prices. In the East, Korvette; Masters and Two Guys from Harrison, running about two dozen stores a piece, account for more than $250. million sales annually. They are now publicly owned; have their stocks listed on the New York Exchange with a national chain programmed in the future. But, are they the last word?

In view of the battle with the "scrappers" which followed, resulting in declining major electrical appliances sales, the discount house then scanned the market for additional profitable lines. They added soft goods and foods. This has raised their overhead as aggressive counter salesmen are required, robbing them of their previous profit appeal. However, what about the lack of other services in the future—delivery, credit, personal attention, which the modern American housewife expects. Will the day arrive when merchandise will be priced low, if you carry; a higher price if you want it delivered; and the delivery price shaded, if you buy a certain volume? Time will tell.

Yes, there are many holes in the competitive doughnut. Has any chain seen the last of tax legislation predicated on numbers — or volume? In view of youngsters' pranks, have "supers" solved the problem of legal suits—for the basket on wheels provides a flying trapeze for many an American youngster? Has the shop-lifting problem been solved? How will the check-out counter confusion be corrected? Has present square-footage of retail selling space exceeded the current buying power of potential traffic? In other words, do we have too many shopping centers? Many observers believe we do.

You talk of therapeutic items being outmoded; a larger share of the drug business transacted in products unknown ten years ago; 90% of prescriptions written today that could not have been prescribed at that time; but is it not also true that new types of distributive outlets are also outmoded in ten years? To some, the "super" lives by the grace of competition and is lucky if it can assure its owner eight years of prosperous sales. Regardless of what type of outlet you study; sales volume is always running a race with margins; modernization is a must, and invested capital is continually looking for new ways to earn interest. Retailers are always playing the "future"—they can thrive only as long as they out-guess tomorrow. This is highlighted by a fast write-off, rapid change-over; high obsolescence, quick success and quick failure. As some one has remarked—"look—listen—don't stop—but run like hell". This is true of "small business"—"big business"—of both you and myself in the competitive game which we play.

One of the best examples of a battle of giants today, is found in the modern, regional one-stop shopping centers, promoted by the nation's department stores. What we saw happening for survival with the mail order house going retail, is noted in the downtown department store going suburban.

Let's survey the retail economics of their operation. Since 1929, department stores trippled sales volume, but their share of the retail total has dropped from 9% to approximately 6%. Downtown expensive locations—parking problem headaches—traffic being nil after five o'clock have all affected their profit structure. According to the experts, branch expansion and night openings, has helped slow the relative market loss; but it has been unsuccessful in stopping or reversing the trend. According to Professor Entenberg of the University of Pittsburgh, department stores have lost ground, because they have failed to properly expand their sales in lines for which there was increasing consumer demand. They had abandoned by default, many profitable items to auto stores; discount houses and specialty shops. They thus lost their image to the purchasing public—their reason for existence—by a failure to perform the function that the public expected of them. In 1947, the average operating profit was 5.3% of sales; in 1956 at the time of this study, it had dropped to 2.6%. Labor is usually mentioned as the fastest rising expense item, but the study has shown that for retail clerks, it has risen only from 6.2% in '47 to 6.7% in '56; while total payroll—including executive compensation, plus all other non-selling labor costs—rose from 16.8% to 18.2% in the same period. So today, in America in a branch expansion move to fight rising overhead and declining traffic—just to survive—the former downtown giants have moved for battle to a suburban metropolitan location.

Now, note the adaptions made by the "super"—the last word in retailing—in view of not only competition from the "discount house" but now the chain department stores. To survive, their top management had either to enter the non-foods category, or open smaller units—the "superette".

Grand Union, operator of 370 conventional super-markets in the East, hopes that their dozen or more "Grand Way Discount Centers" —a "super general store" might answer the problem. Trading on the appeal of the word "discount" for status—the "super" is now labeled a "discount center"; while the "discount house" of old, is now the "discount department store". Further, we have a chain of downtown department stores with parking lots, installing baskets on wheels, but no delivery or credit, but featuring self-service to be named "discount supermarkets". If the average American is a status seeker, it is evident that the same role, if they are not to lose their identity, must also be played by a retail outlet. In these new Grand Union Centers, one-third more space is given to the display of non-foods as it does today to food items. They are required to do a "rock bottom" minimum of $4. million annually in sales, and if this is not reached, you know the consequences—red ink—or failure.

Are we pointing to the day when people may not even remember that in an effort to compete—"supers" were once food outlets? Further—might we not be back where we started from; at the dawn of the nineteenth century, when everything needed by man, woman and beast, was under one roof? Instead of outlets giving birth to new offspring—growing apart—will they now jell into one? Are we able to differentiate a "food" from a "non-food" outlet, and is the only judge—the owner of the one-stop shopping center, who curtails one proprietor, or another for competitive business reasons and for nothing else, because his group of stores have lost their identity?

To defeat today's paradox—that when sales go up, competition forces unit profits down—the poaching on every type of product by one outlet or another to assure survival, or by the adoption of every kind of approach imaginable; will feature success lie in still another direction? Will it be answered thru automation—the use of electronics—an increasing number of vending machines for merchandising and electric eyes for warehousing? Will merchandise be made available for our automobile traffic without even the purchaser entering a roofed structure? It is reported that the opening of a series of grocery markets is near at hand; where the woman purchaser will use a miniature toy pistol to select her shopping needs. She will find the products she requires with prices displayed behind a glass case. Inserting her pistol in a slot, she will point to the item she wants; and the article and its price will be recorded on a paper tape within the gun. After a number of hits at the bull's eye, she will take the tape to the girl at the cash counter, who will place it in a gadget; whereupon the goods chosen will come out on a moveable belt-line fully priced and packed ready to be picked up and paid for by the customer when she leaves the store. No legal suits; no pilferage; waiting at check-out counters minimied; but self-service streamlined to a modern age. Lower operating costs—they hope—but continued profits; assured longevity; guaranteed security—never! Yes—today no one controls any market; neither can it command the buying pattern.

Tomorrow

We have come a long way from the general store—the "Papa" and "Mama" store—to the "super" general store; plus automation. In drug retailing, we have similarly followed a variegated pattern for profitable operation—we have adopted open display and self-service for health items and are now toying with O.T.C. products which were previously sold only via the prescription route. Yes—the more things change, the more they seem the same.

As pharmacists we are deeply concerned over restrictive sales and over-the-counter acceleration in view of the growing power of advertising and the health issues involved. There is no question that advertising stimulates, creates product acceptance, loads retailer's shelves, and draws cash easily from consumers' pockets. We know a manufacturer brands a product not only to assure its survival, but primarily to free himself from dependence upon his distributors. Today, more than half the nation's grocery sales; and a quarter of the nation's purchases in health and beauty items, in supermarkets, are accomplished with employees only collecting money, checking on pilferage—but no personal selling. Further, a growing percentage of the nation's electrical appliances are sold in discount houses, with people knowing exactly the item they want to buy. We see automobile dealers no longer scouring the neighborhood for prospects, but wait for their arrival as T.V. does the rest. Is advertising, plus open display and self-service, more efficient; less expensive per dollar of sales, than older methods? Does this mean that in the future, suggestion, or advisory, selling will take on less emphasis?

As we look at the future, and note what occured in the past, we find merely adding **new types** of stores, is not an answer to security. Outlets that came into the picture as a result of an economic vacuum—out-moded competition—rising overhead—or as a result of a squeeze between income and out-go in an "easy sell' climate only keep their edge until competition gets its second wind, and again brings back the "hard sell" competitive climate thru the introduction of another devil.

Merely adding **more stores** is not an answer to guaranteed profits either. In '54 a new supermarket faced the competition of only one other; in '57 each new market entering the picture, faces three or four other giants. To some, one-stop outlets have out-distanced the number of one-stop consumers? Yes—a saturation point is reached in retailing as is found in other phenomenon of nature.

Are **larger stores**, an answer to the competitive problem? We note that sales down-trended in the over-all volume of the newer and larger store, when compared with smaller existing ones. They do not underwrite the cost of the increased square footage and the profit isn't there compared to their predecessors. Is it any wonder that a growing number of observers express the belief that "the midget store appears to be the most dynamic development in mass retailing in 1959-60?"

Could the only answer be, building a **better store**—or do we find that as stores get better, the more they tend to be the same?

As was stated recently by President Eavey of the Super-Market Institute—"Everybody has a gleaming place of chrome or color; everybody has a huge parking lot; everybody has wide aisles; everybody has huge mounds of the same merchandise; and everybody seems to be offering substantially the same kind of consumer service."

Does the answer lie in broadening the field by stocking and merchandising **new products?** Should a non-food outlet stock foods; or a grocery "super" take on additional lines as wearing apparel, housewares and records, as a guarantee of their survival? The President of Newark's Bambergers' Department Store, recently made this statement—"The profit squeeze which is plaguing us and which you hope to relieve by expanding into other lines, is a pressure everyone in retailing feels. Don't be mislead by the mirage of greener pastures, for while you are setting up one store personality. you are in danger of losing public acceptance by changing it. The point is that a retailing outlet, like any other store, must stand for something—not everything. It should type-cast itself and guard against a schizophrenic personality. What it stands for and the personality it projects, must be shaped by a penetrating understanding of its public, and this must not be imprisoned by the interpersonal characteristics of its owner or management."

"We are losing sight", he said, "of the thing that gave most retail stores their success. They stood for something, some particular phase of the business. A. & P. meant groceries at bargain prices. Woolworth meant low-price variety items. Lord & Taylor meant principally fashion, and so on. Let's get back to the idea of a shoemaker sticking to his last and making good at it."

So, in asking ourselves the question—"How can we meet new competition, in the future?" are we not really asking ourselves—"How can we provide something different for our neighborhood buying public; how can we create new appeals that will make the husband, the wife, the children come to us more frequently in the area we serve, than they do to our competitors."

It seems reasonably clear that one possible solution for the problem of sameness—or as we have seen "togetherness"—is "apart-from its competitors. It is a search for the special professional—ness". It is the rediscovery of those things that set a store apart or merchandising characteristics—that highlights one store from another in the mind of passing customers—present or potential.

It is clear that these characteristics are not only those that proceed from the physical aspects of the store itself. More often these appeals are less tangible—personal—but equally real. "Apartness" in a drug store, as in any other business, comes basically from the person or persons who operate it—from the products they specialize in, and above all, from how the combination is presented to the consumer.

More and more we hear the problem is "people". It is not necessarily always the problem of making the hired help behind your counter, productive in the strict sense of efficiency—it is the problem of letting people be different, letting their differences contribute to a better operation, and turning their differentness to a store asset. So, the drug profession—industry is concerned—and should be concerned—more and more with the kind of people that they attract; the kind of students they graduate from the colleges of pharmacy; the kind of things they do in the store; the kind of public relations they radiate to the consuming public. You see, in days when "status-seeking" is a household word—a professional image is just as important as a corporation or an individual image. Speaking specifically of "apartness" it is of greater importance to a pharmacist than it is to the other retailers on Main Street.

To gain this necessary appeal, let me tell you at the very outset—there is no set formulae to follow. In order for the retail druggist to survive, even if he has a monopoly in the professional category—adopt that which works and reject that which fails to ring a bell. There is no fertilizer half as good as the watchful eyes of the owner.

Speaking generally—let your store be used more effectively and profitable—concentrate efforts and plan programs to highlight those items that are your particular "stock in trade". Realize that the inventory a store carries, cannot support basic assortments of all types of merchandise; but must carry essential inventory and in days when health and beauty are so important, be willing to assume its share of the load. Stick to a pharmacy approach—a professional appeal. Set the store off from the rest, by doing something different or better. Let the public say—"Sam fills my prescriptions"—"my cosmetics are bought at Joes"—"Tom has the best ice cream in town."

Pharmacy today, is facing difficult choices. It is either trying to prevent new competition; or trying to meet it. It is either adapting its program to new avenues of distribution, or in the name of the profession and to enhance its own prestige, attempting to make changes in the public's concept of the profession. This fight has been the role of pharmacy during the ages; and it will be your continuing challenge in the future. If we tell our lawmakers that the corner drug store must be saved, let us at least roll up our sleeves and assist in the process. We have not been too skillful in merchandising our professional talents, abilities and contributions; or too aggressive, or professional, in meeting new competition.

Challenges and threats to our welfare, demand an optimistic and aggressive approach. Let us never lose our vision of greater growth and progress. Do not leave all the dreams of the future well-being of mankind to those who live behind the iron curtain. We know there is no status quo in retailing. What was true yesterday, is changing this minute, and what is front page news tonight, by tomorrow is obsolete. A sign on a New Hampshire farm, reads "Our cows are never contented—they are always striving to do better." All of us need that philosophy.

We live in an "age of turmoil and tension". We have an insatiable public—not content with merely good times; but hell bent on ever and ever increasing sales, profits, wealth and power. It is for this reason that in days of increasing costs of medical care, and the growing concern of government in the field of public health, that while doctors and pharmacists today are permitted to establish their own charges without the policing effect of public regulation; self-discipline is of the utmost importance, if private practice is to be preserved in the future.

When the mail order catalogs flooded the Middle West, at the turn of the century, every drug retailer thought that he was destined for oblivion; but he managed to compete. When the chain store, the "pineboard", the "super"; the "discount house"—the house-to-house canvasser or government buying agencies entered the picture, we again, and still hear, the cry that the independent will disappear from the retailing scene. The truth is—when one, whether large or small adapts himself, sets up a store apart from the others and gives it status in the public mind—he always exists. Therefore, as we note the continual cleavage taking place in the field of distribution, where for the moment some new "devil" seems to have all the answers, let us realize that these are all defense mechanisms adopted to assure survival—the kind of approach everyone must use from the Defense Department in Washington, to the retailer in any part of this land. Your future can be as simple; and as complex as just that.

If what I say is not a cure, I hope it then acts as a tonic. That the challenges presented, bring a positive response, and corrective action. The question is not whether we are doing an adequate job;

or even a good job, but whether or not we are using, to maximum effect, the abilities with which we were all endowed. Yes—the story of America is the story of common men who, whatever their motives, whatever their goals, were inspired to uncommon levels of accomplishment. In closing—and as you face the future—let me repeat the words of a very good friend of mine—"Keep your face to the sun, and let the shadows fall behind. Why be a phophet of doom—ye of little faith"?

Now as we come to the end of this two day panel session, it becomes obvious that the opinions expressed by our speakers merit your thorough consideration.

Here you have a framework of ideas which should enable you to build more solidly for the future—and build you must!

Rapid changes in our economic and professional structure bring about some modification of the opinions expressed here today. But in general, one would be safe in assuming that we have been provided with a basis for action.

It is not necessary for everyone to agree with everything that has been said during these two days. But it is imperative that everyone present think about what has been said. This is the first step in developing a plan which will enable us to meet pharmacy's objectives during the next two decades.

May I express my personal appreciation to Ray Schlotterer, Dr. Austin Smith, Dr. W. Paul Briggs, Ralph M. Ware, Jr., Robert E. Abrams and Dr. Samuel W. Goldstein, for their splendid presentations.

It has been a real privilege to be part of this program with them, and I am most grateful to the Maryland Pharmaceutical Association for providing me with the opportunity to participate in a program which, as I said earlier, has such far reaching implications for the pharmaceutical field and all its related facets of activity.

After a short recess, Mr. Kazin began the question and answer period:

Question: How can pharmacists be recognized as representatives of their profession in determining policies regarding medical care, the problems of the aged, etc.?

Answer: Dr. Smith: The reason it hasn't been done in the past is because I think that there has not been a reasonable inter-professional concept of the Health Team. Each group has had its own interest to pursue. However, each group has failed and I make no exceptions to that. It must be realized that good inter-professional and public relations results requires a tremendous amount of organization and time. I assure you that it is the purpose of a pharmaceutical manufacturers association to profit by the mistakes of the past and prove its relationship with the medical and pharmaceutical professions. Dr. Briggs commented that primarily health is a medical program and pharmacists are called in merely to assist all health projects that are initiated in the medical profession. "I have great hope that in the P.M.A. as it is going to be revitalized by Dr. Smith, we will find a greater voice for Pharmacy"—Mr. Kazin.

Question: What is the position of the pharmacist in the Armed Services today?

Answer: Dr. Briggs: The position of the pharmacist in the Armed Services is one of vast improvement over World War I and of considerable improvement over World War II. They are now receiving commissions in the Armed Services and advance as high as the rank of Colonel in the Army and Captain in the Navy. There is a bill in Congress attempting to raise the need which is very limited. The greatest problem is the misunderstanding of pharmacists that they are only to perform pharmaceutical services in the Armed Services. If they achieve officer rank, they are first an officer and must perform all of the duties of their rank. An officer does not fill capsules.

Question: Do you think the time has come when there will be two distinct kinds of drug stores?

Answer: Mr. Schlotterer: I don't think there is an answer to this question. The area involved, the type of population, the number of physicians available in the area, the number of hospitals, clinics, group practices, all of these factors determine the type of drug store that is suitable or can exist in a given area. I think there is room in Pharmacy for the development of both the commercial and professional type of drug store. It is my opinion that there is as much room for one as the other as well as a combination of both in the American way of life.

Question: Do you think we will ever have socialized medicine in this country?

Answer: Dr. Smith: I don't know. There are many people that think we have a form of socialized medicine now at this time. With the services for Veterans and medical care for the indigent, we now have a subsidized type of medicine. Experiences in other countries has proven that complete control by the government is not the best method. This system is resulting in many changes in those countries. If by socialized medicine, you mean that the government will take an interest in medical care, I believe that this plan will continue to exist, however, I think complete control depends on the reactions of those who make up the health team.

Question: In view of the five year program for Pharmacy, can you project what will happen to the financial remuneration for the pharmacist?

Answer: Dr. Briggs: I can not project what's going to happen as a result of earnings of a five year course. All salaries have been going up including those of pharmacists and they may continue to go up whether this will be because of the five year course or not, is to be seen. The five year program, I don't think will have any bearing on the salaries of the pharmacists. I predict that the salaries of pharmacists will continue on a steady climb. Salaries will continue to climb relative to other costs.

Question: Don't you think that the sale of samples by both physicians and pharmacists could be overcome by stamping the word "sample" on each unit of the product? And mailing only one package of the sample to each physician instead of unloading large quantities to selected physicians?

Answer: Dr. Smith: They are human, they're pompous and they are uneducated as others are in this respect. I think that this problem is due to the fact that most of us won't take the time to explain things properly, and it is a matter of negligence educating our colleagues in this respect. I have been urging for years and there's a real need today for pharmacists and physicians and other groups to get together to discuss their common problems. Mr. Schlotterer added his experience with regard to a well publicized meeting being held at the Waldorf-Astoria in New York City where 2,500 engraved invitations had been supplied to pharmacists to distribute to physicians in their communities. The night of the meeting showed a lack of enthusiasm and cooperation because there was merely a handful of pharmacists and physicians present. Mr. Morgenroth related his experience in Maryland in that the pharmaceutical organizations had received absolutely no cooperation in their effort to promote joint meetings with the medical societies. Dr. Smith added that he felt it could be successful if approached in the proper way and he gave as an example the success in Iowa. Dr. Smith also stated that there is less and less getting together of the professions where there is prevalence of government control and when he poses the question why there aren't more joint meetings, the physicians question the need for such meetings. He stated that he is very much concerned over this condition and he feels that a more concerted effort could be made on a lower level.

Question: Why is descriptive literature made available to physicians only and what effect will the Food and Drug Administration ruling have on making such literature available in the future?

Answer: Mr. Schlotterer: Several views were expressed. Some felt that since the pharmacist does not prescribe, he did not need the information. This was refuted by some of the pharmacists present stating that the physician frequently misplaces the literature and calls on the pharmacist for the information. Also, how can the pharmacist prevent abuse of certain drugs if they are not familiar with reactions, symptoms and contra-indications. Mr. Kazin remarked that the F.D.A. ruling makes all such literature available now upon request.

Question: With the five year course, should licensure be withheld for a period after graduation or should it be granted immediatelly upon graduation?

Answer: Dr. Briggs: I feel that with the five year course, practical experience could probably be gained during the regular course of education.

Mr. Kazin closed the two day panel discussion with his concluding remarks.

Conclusion

And now as we come to the end of this two-day panel discussion, it becomes quite obvious to all of us that study, planning and implementation are the key words associated with our stated theme "Pharmacy Needs a Twenty-five Year Plan."

We don't believe it's necessary to review all that has been said here during the last two days.

There are, however, a few points to be underlined.

1. First, it's important to recognize that this body 'pharmaceutic' we refer to is an actuality, in the sense that all of us, whether we be in the educational, organizational, manufacturing, retailing, hospital pharmacy, legislative, wholesaling or journalistic phases of pharmaceutical activity, are all part of the Pharmacy family.
2. Frequently differences of opinion occur among members of the same household. However, one of the best and strongest features of a family unit lies in the fact that a time does come when everyone realizes that nothing but harm can accrue to the family structure from continuation of the argument. At that moment cordial relations are reestablished and a sound basis for enhancement of the family's growth and progess is agreed upon.
3. If we accept the first two points, then we must be assured that an efficient and effective channel of communications exists among all members of this family. This, to me, is a key point and should be an objective worthy of your utmost consideration.
4. If studies are to be made and recommendations forthcoming from these projects and are to be implemented, then although there is a need for rugged individualism and independency of action in our American scene, it should not be destructive in nature to the greatest good for the greatest number.

We would like to recommend that in order to carry out the wishes of your president and those who organized this program with respect to bringing concrete proposals for action, that the report of this panel session be studied thoroughly, in fact it might be advisable to appoint a series of sub-committtees to review the individual presentations and that the committee be instructed to come forth with a series of recommendations as to how the suggestions and any other constructive ideas which may have been generated during the question and answer period be implemented.

May I also remind you that a continual review of Pharmacy's objectives is in order. This may require a series of such panel sessions at subsequent meetings of your association.

Now, in conclusion, may I tell you how much I've enjoyed being moderator for this program and how impressed I've been with your entire program. I know that Dr. Swain will be most thrilled to hear about this meeting and I shall make it a point to give him your special regards. May I also express my appreciation to all of you for the splendid hospitality you have shown Mrs. Kazin and me. I hope that you will invite us back again.

It's been a pleasure to be associated with Dr. Goldstein, Mr. Abrams,, Mr Ware, Dr. Smith, Dr. Briggs and Mr. Schlotterer on this panel program.

Chairman Mouat announced the entertainment features for the afternoon and evening and urged all to attend and take part.

President Block added his personal thanks to the panelists and complimented Mr. Kazin and the panelists for the two day presentation of their exceptional talks. He hoped that the panelists would not object to the use of the information gained to formulate a pattern for the future of Pharmacy. Not only for those in our own state, but for those everywhere who choose to use the material.

The Third Session was adjourned at 2:00 P.M.

FOURTH SESSION

Thursday, July 2, 1959

The Fourth and final Session of the Convention was called to order at 11:00 A.M. by President Block.

The first order of business was Memorial Services for those pharmacists who had passed away since our last convention.

MEMORIAL SERVICES

Charles E. Spigelmire began the services with the reading of the 23rd psalm.

Secretary Cohen followed with the Necrology:

WILLIAM H. BATT
HARRY R. COHN
HERBERT EICHERT
ROBERT S. FUQUA
MORRIS GENDASON
CHARLES N. GWINN
HARRY H. HANTMAN
EMORY G. HELM
CLYDE N. KALKREUTH
THOMAS J. KELLY
LOUIS HENRY KRAUS, SR.
GEORGE J. KREIS
LEO B. LATHROUM
HENRY P. McGINN

FLORENCE S. PILSON
FRANK L. PURDUM
MORRIS ROSENBERG
FREDERICK W. SCHULTE, JR.
WILMER H. SCHULZE
ARTHUR Z. STORCH
GEORGE W. VOGEL
HARVEY G. VOSHELL
SAMUEL WEISMAN
RICHARD H. WILSON

Victor H. Morgenroth, Jr. then offered the following memorial prayer:

> Almighty Father, Author of life and death, we are met here at this moment to direct our hearts to Thee and to express our love for those who have been laid to eternal rest. Memories crowd upon us as we recall those who have gone before, who even in death are a benediction unto us. The lesson of our measured years is forcibly brought home to us, and the determination is strengthened within us to hasten the fulfillment of our resolution to live nobly in the spirit of our beloved dead, and to fulfill the obligations which we have accepted from their hands. At this moment, we seek renewal of strength for the struggles of life and increased courage to meet our tasks.
>
> We realize our frailty even as we know that from Thee cometh strength. These silent sentinels call us back to Thee and to the recognition of our duty. They rouse us to do good while our brief day lasts, to bring relief to the distressed, sunshine where darkness now prevails, hope to those in despair and support for every worthy undertaking for human welfare.
>
> With sorrowing hearts, we call to mind at this solemn hour our beloved ones whom death has removed from our midst. We thank Thee for the years which Thou didst grant unto them, years in which they brought help, joy and comfort to many a heart. Thou in Thy love gavest them unto us and Thou in Thy wisdom hast taken them from us.
>
> We think of the time when they still moved among us, shared in our labors and bestowed their love and friendship upon us. Though slumbering in their eternal rest, they live in our hearts as lasting sources of inspiration, leading us to good deeds and noble thoughts. In gratitude for all the blessings they brought to us, and to humanity, we dedicate ourselves anew to the sacred tasks they bequeathed unto us. Extend Thy healing balm unto the bereaved and grant eternal rest and peace to the souls which we remember now with tenderness and compassion.

Amen.

After a thorough discussion, the following resolutions were duly adopted:

REPORT OF THE RESOLUTIONS COMMITTEE

Dr. Noel E. Foss, Chairman

WHEREAS, more and more each day pharmacists are directed by prescribers to write the name or names of the ingredients of the prescriptions on the label, and

WHEREAS, abiding by such requests and marking the directions on the label of prescriptions makes such directions confusing, if at all understandable, and

WHEREAS, the practice can lead to self-medication with possible harmful results, and

WHEREAS, such labeling tends to create consultation between pharmacist and patient as to nature and usages of the prescribed medication, thereby forcing the pharmacist into a sphere of conduct contrary to his professional ethics, therefore,

BE IT RESOLVED, that the Maryland Pharmaceutical Association go on record as considering this practice not in the best interests of the public health and earnestly recommend that the Medical and Chirurgical Faculty of Maryland and the Baltimore City Medical Society give the matter serious consideration.

RESOLVED, by the Maryland Pharmaceutical Association, in annual convention assembled, that physicians be urged and requested to hand their prescriptions to their patients, as this practice upon the part of the physicians will enable the patient to take his prescription to the pharmacy of his choice, and thus would be fair and equitable to the pharmaceutical profession as a whole, and

BE IT FURTHER RESOLVED, that a copy of this resolution be sent to the Medical and Chirurgical Faculty of Maryland, and the Baltimore City Medical Society.

RESOLVED, by the Maryland Pharmaceutical Association, in annual convention assembled, that it express its complete confidence in John W. Dargavel's leadership for the fight to obtain Congressional approval of H. R. 1253 and S. 1083, and as evidence of this confidence, every retail pharmacist in the state is urged to write his Congressman and Senators, expressing his or her profound interest in this legislation, and urging active support of the legislation; and

BE IT FURTHER RESOLVED, that a copy of this resolution be sent to Dr. Dargavel as evidence of our appreciation of his splendid efforts in our behalf.

RESOLVED, by the Maryland Pharmaceutical Association, in annual convention assembled, that it express its opposition to legislation now pending in Congress, the effect of which would be to raise the minimum hourly pay to $1.25; which legislation, if enacted, would place an unjustified burden upon those retail outlets which employ part time workers and other unskilled and untrained persons for work which does not merit this rate of pay.

RESOLVED, by the Maryland Pharmaceutical Association, in annual convention assembled, that it record its vigorous and sustained support for H. R. 1253 and S. 1083, the National Fair Trade Bill, and that it urge every member of the Maryland delegation in Congress to support the bill on the ground that it is vital to the survival of the small business man and indispensable to maintaining fair and equitable retail distribution in trademarked and identified consumer merchandise.

RESOLVED, by the Maryland Pharmaceutical Association, in annual convention assembled, that every pharmacist be urged to tie in as effectively as possible with nationally advertised drug store products so as to become identified in the public mind as the source of these products and thus spotlight the drug store as the safe, logical and dependable outlet for drugs, medicines, and health care needs generally.

RESOLVED, by the Maryland Pharmaceutical Association, in annual convention assembled, that every pharmacist be urged to give special sales and promotion effort to his up-front merchandising departments, as these account for a substantial part of total drug store volume, and thus are a part of the economic foundation of retail pharmacy.

RESOLVED, by the Maryland Pharmaceutical Association, in annual convention assembled, that all pharmacists in the state be urged to evaluate critically the over-all appearance and arrangement of their stores so as to assure the most favorable impression with the public, and give retail pharmacies their distinctive place in community life.

RESOLVED, by the Maryland Pharmaceutical Association, in annual convention assembled, that it record its vigorous support of H. R. 11, generally known as the Equality of Opportunity Bill, the purpose of which is to amend the Robinson-Patman Act so as to make unlawful undercover rebates, fake advertising allowances, and other price advantages given the few at the expense of the many; and

BE IT FURTHER RESOLVED, that a copy of this resolution be sent to each member of the Maryland delegation in Congress, with the request that they work actively for the passage of this legislation.

RESOLVED, by the Maryland Pharmaceutical Association, in annual convention assembled, that the Executive Committee give study to the general proposition that competitive advantages might come to those pharmacists who establish specialized departments in their drug stores such as veterinary department, diabetic and dietetic department, camera and photographic supplies, abdominal belts and related supplies, and thus establish themselves as specialists in these departments and qualified to give expert advice and directions with respect to the uses of the products involved.

RESOLVED, by the Maryland Pharmaceutical Association, in annual convention assembled, that the officers and executive committee be instructed to devise a plan which will direct the attention of pharmacists to the declining share of the retail drug store in the expanding volume of cosmetics and toilet articles, on the ground that these products are widely advertised to the consumer and their over-all volume is now at record-breaking levels—a fact which would seem to mean greater sales opportunities for those retail pharmacists who give active and effective merchandising support to these products.

RESOLVED, by the Maryland Pharmaceutical Association, in annual convention assembled, that every pharmacist in the state be urged to make a critical study of annual prescription surveys, as featured by DRUG TOPICS and other leading pharmaceutical journals, to the end that prescription pricing in every retail pharmacy may be on a sound economic basis, and in accord with prescription pricing throughout the country, as shown by these annual prescription pricing surveys.

RESOLVED, by the Maryland Pharmaceutical Association, in annual convention assembled, that the Executive Committee be instructed to give serious study to the urgent legislative needs of Pharmacy for the purpose of sponsoring legislation at the next meeting of the Maryland legislature which will command the confidence and support of all pharmaceutical interests in the State so that when the legislative program is decided upon, it will merit and receive that unified support and approval utterly essential to favorable legislative action.

RESOLVED, by the Maryland Pharmaceutical Association, in annual convention assembled, that it extend its sincere appreciation and thanks to Radio Stations WBAL, WBMD, WFBR, WITH and WCAO in Baltimore, WTBO in Cumberland, WGAY in Silver Spring, and TV Station WBAL in Baltimore for their genuine cooperation and assistance in giving favorable publicity to the pharmacists in Maryland, and,

BE IT FURTHER RESOLVED, that a copy of this resolution be forwarded to the managers of the respective stations as a symbol of appreciation by the Maryland Pharmaceutical Association.

RESOLVED, by the Maryland Pharmaceutical Association, in annual convention assembled, that it express its appreciation to the Baltimore Sun, the Baltimore Evening Sun, the Baltimore News-Post and any other newspaper in the state for the publicity given the Association during the convention and also for acquainting the public during the year with Pharmacy's many contributions and services to the public; and,

BE IT FURTHER RESOLVED, that a copy of this resolution be forwarded to the editors of these newspapers.

RESOLVED, by the Maryland Pharmaceutical Association, in annual convention assembled, that it express its sincere appreciation and thanks to Gordon A. Mouat, Chairman, and other members of the Convention Committee, for the wonderful job they have done in planning and contributing to the success of the convention, and in gladly catering to the comfort of the persons attending this convention, and

BE IT FURTHER RESOLVED that a copy of this resolution be forwarded to Mr. Mouat, the chairman of the Convention Committee.

RESOLVED, by the Maryland Pharmaceutical Association, in annual convention assembled, that it express its deepest appreciation and thanks to the various suppliers that provided prizes for the various meetings at the convention, and which helped to make the meetings successful, and,

BE IT FURTHER RESOLVED, that a copy of this resolution be forwarded to each of these companies or individuals.

WHEREAS, the T.A.M.P.A. and L.A.M.P.A. have been tireless in their efforts to do an outstanding job, and

WHEREAS, the president and secretary both of T.A.M.P.A. and L.A.M.P.A., with the assistance of their respective officers and members, did everything possible for the comfort and convenience of our members and guests,

THEREFORE, BE IT RESOLVED, that the Maryland Pharmaceutical Association express its profound gratitude to these organizations and their respective officers for their splendid cooperation which contributed so much to the success of the convention.

RESOLVED, by the Maryland Pharmaceutical Association, in annual convention assembled, that it express its heartfelt thanks to the management of Galen Hall for the many courtesies extended to our members and guests, and also for the excellent manner in which the management handled the many details which were largely responsible for making the convention a success; and

BE IT FURTHER RESOLVED, that a copy of this resolution be sent to the manager of Galen Hall.

WHEREAS, distribution of pharmaceutical combinations containing narcotics requires additional record keeping, and

WHEREAS, these combinations are seldom introduced because of the necessity for such compounds since components are already available and could be compounded by pharmacists, therefore,

BE IT RESOLVED, that manufacturers be urged to discontinue the introductions of combinations of such narcotic drugs, and,

BE IT FURTHER RESOLVED, that with such preparations already marketed the package size be adjusted to more practical quantities, and that a copy of this resolution be submitted to the Pharmaceutical Manufacturers Association and Commissioner Anslinger of the Narcotic Bureau.

RESOLVED, by the Maryland Pharmaceutical Association, in annual convention assembled, that it extend its hearty congratulations to Dr. Robert L. Swain upon his having been selected to receive the annual Achievement Award from the Alpha Zeta Omega fraternity in recognition of his distinguished services to Pharmacy and for the progressive betterment of the pharmaceutical profession; and

BE IT FURTHER RESOLVED, that a copy of this resolution be sent to Dr. Swain as evidence of our continuing affection and esteem.

RESOLVED, by the Maryland Pharmaceutical Association, in annual convention assembled, that it extend congratulations to Mr. Frank Block upon his election as president of the General Alumni Association of the University of Maryland, as this is a deserved tribute not only to him personally and professionally, but also to the School of Pharmacy and to the pharmaceutical profession as well.

RESOLVED, by the Maryland Pharmaceutical Association, in annual convention assembled, that it express its thanks and deep appreciation for the well-conceived and illuminating program "Pharmacy's Twenty-Five Year Plan", including the informative and very interesting addresses and remarks of the moderator and members of the panel, all of whom are nationally recognized experts in their respective fields; and

BE IT FURTHER RESOLVED, that a copy of this resolution be forwarded to the moderator, Mr. Louis E. Kazin, and the members of the panel, Dr. Samuel W. Goldstein, Mr. Robert E. Abrams, Mr. Ralph M. Ware, Jr., Dr. W. Paul Briggs, Dr. Austin Smith and Mr. Ray C. Schlotterer.

RESOLVED, by the Maryland Pharmaceutical Association, in annual convention assembled, that it commend Mr. Simon Solomon for his many contributions and services to the elevation of the practice of Pharmacy in Maryland and his herculean efforts in obtaining favorable consideration of Fair Trade in Maryland and on the national level, including his appearance in support of Fair Trade before a congressional committee in Washington and subsequent recognition by members of Congress for the quality of his expert testimony; and,

BE IT FURTHER RESOLVED, that a copy of this resolution be forwarded to Mr. Solomon.

RESOLVED, by the Maryland Pharmaceutical Association, in annual convention assembled, that it express its sincere thanks to Congressman Samuel N. Friedel for his fostering legislation favorable to Fair Trade, and for actively supporting H.R. 1253 (Harris Bill) in the House of Representatives; and

BE IT FURTHER RESOLVED, that a copy of this resolution be forwarded to Congressman Friedel.

RESOLVED, by the Maryland Pharmaceutical Association, in annual convention assembled, that it express its deep appreciation to Congressman Oren M. Harris for introducing and guiding H .R. 1253 in the House of Representatives to permit Fair Trade on a national level.

BE IT FURTHER RESOLVED, that a copy of this resolution be forwarded to Congressman Harris.

RESOLVED, by the Maryland Pharmaceutical Association, in annual convention assembled, that it deeply feels the absence of Dr. and Mrs. Robert L. Swain from this convention being mindful of their attendance at every convention of the Maryland Pharmaceutical Association since 1920, not only for HIS services, advice and counsel, but also for THEIR gracious presence and warm friendliness.

BE IT FURTHER RESOLVED, that a copy of this resolution be forwarded to Dr. and Mrs. Robert L. Swain.

WHEREAS, prepaid prescription plans are becoming the accepted pattern of the future, and

WHEREAS industry is underwriting this type of plan through insurance of their employees with major medical benefits, including prepaid prescription plans, therefore

BE IT RESOLVED, that the pharmacists of the State of Maryland shall provide insurance companies involved only with prescription numbers, dates and charges on the required receipts, and

BE IT FURTHER RESOLVED, that a copy of this resolution be sent to the Insurance Commissioner of the State of Maryland.

RESOLVED, by the Maryland Pharmaceutical Association, in annual convention assembled, that it vigorously condemn the practice of pharmacists accepting for credit unused portions of prescriptions, because the patient, for one reason or another, has no further use for the medication.

The Association also condemns the practice of pharmacists accepting for credit such prescription accessories as hot water bottles, fountain syringes, atomizers, invalid rings, once the item has left the premises of the pharmacy, on the ground that each of these matters constitutes a public health hazard and thus is in conflict with good professional pharmaceutical practice.

RESOLVED, that the Maryland Board of Pharmacy request the Maryland State Board of Health to ban the return to pharmacies of any unused portion of prescription drug and also the above description accessories by issuing a regulation to that effect.

BE IT FURTHER RESOLVED, that a copy of this resolution be forwarded to the Maryland State Board of Health and to the Maryland Board of Pharmacy.

REPORT OF THE NOMINATING COMMITTEE

George M. Schmidt, Chairman

Although the Nominating Committee held no meetings throughout the year, it was alert regarding nominees to serve as officers and members of the executive committee of the Association.

Announcements were made in the Maryland Pharmacist and at Regional Meetings requesting names to be considered. Communications were received from the Prince Georges-Montgomery County Pharmaceutical Association and the Baltimore Metropolitan Pharmaceutical Association. Some suggestions were received by the members of the Nominating Committee during the course of the year. All were given due consideration.

The Nominating Committee met at this Convention. After considerable deliberation taking into consideration, all factors to assure a representative executive body to conduct the affairs of the Maryland Pharmaceutical Association, the Nominating Committee recommends the following slate:

Officers

Honorary President - Frank L. Black - Baltimore
President - Gordon A. Mouat - Baltimore
First Vice President - Harold M. Goldfeder - Riverdale
Second Vice President - Norman J. Levin - Pikesville
Third Vice President - Victor H. Morgenroth, Jr. - Baltimore
Secretary Emeritus - Melville Strasburger - Baltimore
Treasurer - John F. Wannenwetsch - Baltimore
Executive Secretary - Joseph Cohen - Baltimore

Executive Committee

Chairman - Frank Block - Baltimore

District 1: Eastern Shore
    Albin A. Hayman - Salisbury
    George M. Schmidt - Elkton

District 2: Central
    Edward C. Maisenhalder - Bel Air
    Morris Lindenbaum - Reisterstown
    Jerome Mask - Essex

District 3: Southern
    James A. I. Parker - Kensington
    Morris R. Yaffe - Bethesda
    Wayne A. Braden - Silver Spring

District 4: Northern
    Victor G. Mercer - Frederick
    Lyndon B. Myers - Mt. Airy

District 5: Western
    William A. Cooley - Cumberland
    Robert Stotler - Cumberland

District 6: Baltimore City
Simon Solomon
H. Nelson Warfield
Solomon Weiner
Stephen J. Provenza
Hyman Davidov

Ex-Officio Members

Lloyd N. Richardson - Belair
Walter E. Albrecht - Linthicum Heights
Dr. Noel E. Foss - Baltimore
Francis S. Balassone - Baltimore
Herman B. Drukman - Baltimore

Under the Constitution and By-Laws of the Association, the Executive Secretary is appointed by the Executive Committee. The Nominating Committee recommends the reappointment of Joseph Cohen as Executive Secretary.

We also wish to present for your approval the following three names as nominees for the appointment of one to the Maryland State Board of Pharmacy. The appointment to become effective as of May 1, 1960 upon the expiration of the term of Alexander J. Ogrinz, Jr. We recommend the following three names to be submitted to the Governor:

ALEXANDER J. OGRINZ, JR.
SOLOMON WEINER
FRANK J. MACEK

As Chairman, I wish to thank the members of my Committee who devoted several hours of their time during this Convention to prepare and present this slate for your approval. They are: Lester R. Martin, Lloyd N. Richardson, Manuel B. Wagner, Hyman Davidov and Albin A. Hayman.

A motion was made and duly seconded to accept the report of the Nominating Committee. The motion was unanimously adopted. Nominations were called for from the floor. A motion was made, seconded and passed to close nominations and Secretary Cohen was directed to cast a unanimous ballot for the slate of officers, members to the Executive Committee and recommendations for the Maryland Board of Pharmacy.

OLD BUSINESS

1. PHARMACY LAWS COMMITTEE—Gordon A. Mouat, Chairman

Mr. Mouat reported that the Pharmacy Laws Committee has carried out all the orders of the Association which were given at Easton and that a Referendum was to be mailed. This was done and as of the moment we have about 225 returns. The returns are not conclusive as of this moment, as they have not been examined to a statistical extent. Suggestions that have been included with the Referendum will be screened. I doubt very much if there will be any official report before the Fall Regional Meeting.

There was some question raised as to the status of the Pharmacy Laws in the Legislative Council. It was pointed out that the Association could request a postponement of a hearing on the bill (S.B. 373) and could even ask for deferment until the 1961 session of the Legislature. These requests are usually honored.

2. MEDICAL CARE - Walter E. Albrecht, Chairman

REPORT ON THE STATE MEDICAL CARE PROGRAM OF THE MARYLAND STATE DEPARTMENT OF HEALTH

Mr. President Officers, Fellow Members of the Maryland Pharmaceutical Association, ladies and guests:

This annual report to our association in convention is unusually difficult for me this year partially because the Council on Medical Care has had an extremely busy year; with very heavy agendas for each of its meetings. Many important decisions were made in every phase of our Medical Care Program. My second reason is, presumably, I have accepted too many assignments and appointments to various boards, some of which are directly associated with the work of the State Health Department and others completely disassociated.

I shall present to you a report on the State Medical Care Program and the Council's actions on matters related to the interest of pharmacists.

In my report to the Convention at Atlantic City 1958, I mentioned certain pertinent facts pertaining to the increased case load of the State Department of Welfare, thereby, causing a financial problem in the Medical Care Program. Also a reduction of $136,326 in the budget request which was made by the Legislature for the purpose of holding expenditures for Medical Care at the 1958 level. I also mentioned various economy measures which were suggested by our Physicians' and Pharmacy Service Committees with the cooperation of our consultants, Messers: Cohen, Balassone and Yaffe. Then a resolution was adopted by our Association in convention assembled at Atlantic City, June 1958, a copy of which was sent to the Director of the State Department of Health and the Council on Medical Care. This resolution was read by the Chairman to the Council as a matter of record on September 9, 1958.

On August 18th, members of the State Board of Health met with the Board of Public Works and requested that $113,000 be made available to provide services and payments considered essential to the Program for the 1959 fiscal year.

The Committee on Pharmacy Services conducted a hearing with one Pharmacist who complained because bills submitted after the established deadline could not be paid. Committee members had a long discussion with the Pharmacist and the problem was solved to the satisfaction of everyone. It was felt that this hearing had a valuable educational effect.

Now, may I inform you of a case of a pharmacist in the northern part of our State where evidence of irregularities in billings and the handling of Medical Care prescriptions occurred. This was brought to the attention of the Pharmacy Services Committee, to analyze and discuss with staff members. This study was made on December 31, 1958 by the committee and a further discussion and study was made on January 6, 1959 of these irregularities by the Committee on Pharmacy Services with our advisors and staff members. It was decided that we invite this pharmacist to a meeting on February 4, 1959, at 3:30 P.M. at which time he was asked to give explanations for changes of various kinds on these Medical Care Prescriptions which he had filled. He admitted that changes were obviously made but denied making them. Prior to this meeting, representatives of the State Department of Health visited the Health Officer, and several physicians in the county, whose prescriptions had been obviously altered or changed. The information obtained resulted in the agreement of the Committee members that the pharmacists' practices were not in accordance with the ethics or teachings of the University of Maryland School of Pharmacy nor with the generally accepted ethics of pharmacists. Although the dollar value of the irregularities which had been pinpointed were small, it was decided that the situation was potentially very serious. For this reason the Committee decided to present to the Council a detailed report of the facts and to arrive at a recommendation with the participation of all Council Members. The pharmacist was advised that disposition of his case rested with the Council on Medical Care and the State Board of Health. The Report was discussed in detail by the Council. The decision of the Council was unanimous that the administrators of the Program and the Chairman of the Pharmacy Services Committee meet informally with the Attorney General who would decide the necessary action to be taken. The State Board was advised of the Council's recommendation concerning this case and a detailed report was submitted prior to the meeting. The State Board approved the Council's recommendation and in addition, directed that the matter also be referred to the State Board of Pharmacy for whatever action they may consider appropriate according to the Law.

A meeting was held in the office of the Attorney General having present Mr. X the pharmacist involved, an assistant Attorney General, and representatives from the State Department of Health. The results of this hearing culminated the voluntary resignation of this pharmacist from the Medical Care Program.

There have been some other problems between several pharmacists and the Bureau of Medical Services which were solved and corrected to the satisfaction of all concerned. There has been evidence of some irregularities with only a few physicians and the Physicians' Service Committee at present is studying a case and accumulating data relative to the actions of a physician in the State. I am sorry I cannot give detailed information but just mention this in passing.

The Pharmacy Services Committee meeting on May 11th together with a group of pharmacists who served as a special committee of the Maryland Pharmaceutical Association was held to discuss a method by which an increase of 5.5% over the present fee be made at the beginning of this coming fiscal year. The staff members of the Medical Care Section of the Baltimore City Health Department and the State Bureau of Medical Services had worked out a method which seemed equitable and reasonable. The Committee recommended the establishment of the following fee schedule to become effective July 1, 1959.

The ingredient cost of a prescription from $.01 to $.74 the fee shall be $.50. From $.75 to $1.74 the fee shall be $.70. From $1.75 to $3.99 - $1.00, and $4.00 and over the fee shall be $2.00. No change in Fair Trade Items (essentially Insulin and certain Medical Supplies). There shall not be a container charge.

It is felt that this new fee schedule will reduce administrative work for the pharmacist as well as for the Health Department's staff and personnel. The Council unanimously passed on this proposal of the Committee and presented it to the State Board of Health. The State Board of Health passed on this recommendation of the Council. May I emphasize the fact that our Governor, the Director of the State Department of Health, the State Board of Health, the Council on Medical Care and your representative on the council never lost sight of, nor interest in, your request for an increase in fee on Medical Care Prescriptions. My regret is that this could not have been accomplished in 1958. I shall at this time express my sincerest appreciation and thanks to Dr. Lloyd N. Richardson and Gordon A. Mouat for their support and efforts, without which this increase may not have been possible. I also feel that I would be remiss if I did not express my real thanks for the confidence in me by the Executive Committee, and the Maryland Pharmaceutical Association by reappointing me as your representative on the Council on Medical Care.

3. LLOYD N. RICHARDSON, MEMBER OF THE MARYLAND STATE BOARD OF HEALTH.

Mr. Richardson congratulated Walter Albrecht on an exceptionally fine report which he made in regard to the Medical Care Program. Mr. Richardson stated that he appreciated the opportunity to give a report before the Committee, but he really didn't have too much to report on. Mr. Richardson elaborated on the Medical Care Program and stated that what had been accomplished in obtaining the increase in prescription prices under the program had been accomplished through the efforts of the Association and the Committee and trusted to see it through, headed by Gordon A. Mouat. Mr. Richardson also pointed out that the increase amounted to 5.5%. He felt that the new system of pricing medical care prescriptions would be a considerable improvement over the old system and would surely be more convenient to the Pharmacists. He gave the percentage of prescriptions in the following categories:

Under the ingredient cost of $.01 to $.74, the pharmacist's fee is $.50, but only 37% of the prescriptions filled fall into this category.

In the group from $.75 to $1.74, the fee is $.70, but only 35.3% fell into this category.

From a $1.75 up to $3.99, the fee is $1.00, but only 21.5% fall into this category.

Those prescriptions from $4.00 up is a fee of $2.00 per prescription, but only 6.2% of prescriptions fall into this category.

These figures were obtained from a sample study of prescriptions filled under the Medical Care Program. Mr. Richardson stated that these rates should in no way be considered as final with the increased cost of operating a pharmacy. Further studies should be made from time to time and adjustments made if necessary. He stated that he made this information available to the State Board of Health when they adopted this new schedule of pricing. Mr. Richardson made the Convention aware of the budgetary problems of the Maryland State Department of Health and as a member of the Board of Health it is his sworn duty to take into consideration all of the Health problems of the State as economically as possible.

4. INSURANCE COMMITTEE—Henry M. Golditch, Chairman

Mr. Golditch informed the Convention that there was some interest by some of the members of the Association in group life insurance. As a result, a thorough study was made of the various types of insurance available. After one plan was accepted, the company withdrew their plan. This necessitated reviewing other plans again. Although the committee worked diligently, the membership did not respond to the extent, percentage wise, to make group life insurance available. In other words, it failed. As of the moment, the entire project lies dormant.

5. CODE OF ETHICS—Harold M. Goldfeder, Chairman

Mr. Goldfeder gave the following report as a result of the meetings and deliberations of the Committee. The Committee recommended the Code of Ethics as stated below:

REPORT OF THE CODE OF ETHICS COMMITTEE MARYLAND PHARMACEUTICAL ASSOCIATION

Harold M. Goldfeder, Chairman

A meeting of the Code of Ethics Committee of the Maryland Pharmaceutical Association was held at the Kelly Memorial Building on June 16, 1959 to discuss ways and means of devising a new Code of Ethics for the Association. Those present were: Messrs. Mouat Morgenroth, Goldfeder, Yaffe and Joseph Cohen.

Through the efforts of the Committee and the office of the Association, copies of Codes of Ethics were collected from other states and Associations. After thorough discussion amongst the members of the Committee and Secretary Cohen, the following was accepted to be recommended to the Maryland Pharmaceutical Association for discussion, correction and/or adoption.

Preamble

The practice of Pharmacy is a profession dedicated to the service of public health. It imposes upon its practitioners the responsibility of observing the canons of professional conduct.

It is the duty of the profession to promulgate and enforce such rules of conduct as will serve the best interests of the public and of the profession. For the furtherance of these aims, this Code of Ethics has been adopted by the membership of the Maryland Pharmaceutical Association.

Practice Of Pharmacy

SECTION I

The practice of pharmacy in the State of Maryland is, and has been declared, a profession essential to the public health, safety and welfare and is subject to regulation and control in the public interest. It is further declared to be a matter of public interest and concern that the practice of pharmacy merit and receive the confidence of the public, and that only qualified persons be permitted to practice pharmacy in the State of Maryland. This Code of Ethics shall be liberally construed to carry out these objects and purposes.

Definition of "Practice Of Pharmacy"

SECTION II

The term "practice of pharmacy" or "practice of the profession of pharmacy" means and includes the compounding, filling, dispensing, exchanging, giving, offering for sale, or selling, drugs, medicines, or poisons, pursuant to prescriptions or order of physicians, dentists, veterinarians, or other practitioners, or any other act, service operation or transaction incidental to or forming a part of any of the foregoing acts, requiring, involving or employing the science or art of any branch of the pharmaceutical profession, study or training.

Amendments To Code Of Ethics

SECTION III

The Maryland Board of Pharmacy in cooperation with the Code of Ethics Committee of the Maryland Pharmaceutical Association may from time to time, in the interest of public health, safety and welfare and the maintenance and elevation of pharmaceutical standards, and with the approval of the Office of the Attorney General of Maryland, formulate and prescribe new rules of conduct under the Code of Ethics and/or amend and alter those now or hereafter issued. Upon issuance of such new, amended or altered provisions of the Code of Ethics, the Maryland Board of Pharmacy shall publicize the adoption of such amendments.

Refusal, Revocation Or Suspension Of Certificates

SECTION IV

The Maryland Board of Pharmacy, after written notice and a hearing, may refuse to issue, or may refuse to renew, or may revoke or suspend, the Pharmacist's certificate of a registered pharmacist, or any license, certificate, or permit provided for by the Maryland Statutes, as now or hereafter amended, or the certificate or license held by any Qualified Assistant Pharmacist, where the applicant or holder thereof has been found by the Maryland Board of Pharmacy guilty of any of the following, or where the Maryland Board of Pharmacy finds that the applicant or holder thereof has been convicted by any court of competent jurisdiction of any of the following, all of which are hereby declared to be unethical:

(A) Fraud, deception, or improper conduct, in connection with the securing of any such certificate, license or permit.

(B) Gross immorality, or any offense involving moral terpitude.

(C) Habitual indulgence in narcotics, barbiturates, central nervous system stimulants, or intoxicating liquors.

(D) Unprofessional conduct, or conduct endangering the public health, safety or welfare.

(E) Employing, assisting, permitting, or enabling in any manner an unlicensed person to practice pharmacy.

(F) Compounding, dispensing, selling, or offering for sale, or causing to be compounded, sold or offered for sale, any drug or brand of drug in place of the drug or brand of drug ordered or prescribed without the express permission of the prescribing practitioner, or compounding, selling, or offering for sale, or causing to be compounded, sold, or offered for sale, any drug, medicine, poison, chemical, or pharmaceutical preparation, the strength, quantity, quality, or purity of which shall fall below the professed or required standard of strength, quantity, quality, or purity under which it is ordered, offered for sale or sold, as determined by the test laid down in the United States Pharmacopoeia or National Formulary that is official at the time of such compounding, sale or offering for sale.

(G) Knowingly receiving or possessing any drug, device, or cosmetic, that is, or has been, adulterated or misbranded; or knowingly or intentionally delivering or proffering any such product to the public for pay or otherwise.

(H) Disseminating, directly or indirectly, any false, misleading or fraudulent advertisement in connection with, or with a view toward, the sale or distribution of drugs, devices, medicines, cosmetics or any other items generally sold in a drug store.

(I) The pharmacist shall not advertise or solicit professional practice by means of providing physicians or others authorized to prescribe with prescription blanks.

(J) Advertising by means of signs, newspaper, radio, television, handbills, discounts, club plans, or in any other manner, the price of any drug, medicine, or prescription item, normally compounded, sold or dispensed by a Registered Pharmacist in his professional capacity, other than those expressly excepted by the Maryland Statutes, or using with reference to such drugs and medicines, the term "cut-rate" or any similar phrase or word tending to degrade the professional nature of pharmaceutical services. Advertising, in any manner, whatsoever, of drugs, medicines or prescription items normally compounded, dispensed, or sold by a Registered Pharmacist in his professional capacity, other than those expressly excepted by the Maryland Statutes, shall be limited to the experience, integrity, skill or other professional qualifications of the pharmacy or pharmacist. Any other reference to such drugs, medicines, or prescription items, or to the prescription department, shall be considered unethical.

(K) Having, participating in, or permitting, an arrangement, branch, connection, or affiliation whereby prescriptions are advertised, solicited, accepted, or collected from, or at, a location other than a pharmacy for which a permit, in good standing, has been issued by the Maryland Board of Pharmacy. By way of extension, and not limitation, it shall be unethical to have, participate in, or permit, any such arrangement, branch, connection, or affiliation with, any grocery store, dry cleaning establishment, sundries store, department store, or similar establishment. However, this prohibition shall not prevent any bona fide transaction whereby a prescription is picked up at the residence or office of an individual, to be filled, compounded, or dispensed, for the use of said individual or a member of his family.

(L) Entering into an agreement or arrangement with a physician or other practitioner for the compounding and/or dispensing of secret formula or coded prescriptions.

(M) Entering into an agreement or arrangement with any physician or other practitioner for the payment or acceptance of compensation in any form or type for the recommending of the professional services of either party; or entering into a rebate arrangement of any kind, thereby in any way limiting a patient's free choice of a pharmacist or pharmacy.

(N) Entering into an agreement or arrangement between a physician or other practitioner and a manufacturer or distributor of drugs, medicines or devices for the purpose of promoting the sale and use of such drugs, medicines or devices in such a manner as to exploit and promote excessive charges to the user for the financial gain of any one of the parties to the agreement or arrangement.

(O) Conducting himself in his profession in such manner as to bring about disrepute to himself or his fellow pharmacists. The pharmacist shall not advertise in such a manner which may reflect adversely upon another pharmacist.

(P) Remaining, after notice or knowledge, employed for a pharmacist who, or in a pharmacy the owner of which, has been guilty of violating or permitting a violation of this Code of Ethics or of any local, state, or Federal laws or regulations pertaining to the practice of pharmacy.

(Q) Evading, or assisting, directly or indirectly, another person in evading, this Code of Ethics, or any local, state or Federal laws or regulations pertaining to the practice of pharmacy.

(R) Encouraging and/or aiding the admission to the practice of pharmacy of a person known to him to be deficient in moral character, education or experience.

(S) Knowingly advertising, promoting, or exploiting any objectionable, spurious, or unworthy product, to the detriment of the public, or the profession of pharmacy.

(T) Attempting in any manner to diagnose illnesses and prescribe thereof. (However, to render such emergency aid as may be necessary until arrival of doctor is desirable and proper.)

(U) Committing a felony.

(V) Violating, or attempting to violate, any of the provisions of the Maryland Pharmacy Law, this Code of Ethics, or any other local, state, or Federal law regulating or pertaining to the practice of pharmacy.

Further Additions To The Code Of Ethics:

1. To encourage capable young men and women to enter our profession as apprentices and to assist and instruct them to the extent of our capabilities.
2. To supply only medicinal substances of the highest purity, potency and reliability.
3. Knowledge of ailments of patrons and other confidences acquired by the Pharmacist shall never be abused or devulged except if legally required to do so.

It was duly moved, seconded and passed that the report of the Code of Ethics Committee be accepted as stated. Mr. Golditch then moved to refer the Code of Ethics to the Executive Committee and Legal Counsel for further study and consideration. The motion was passed.

6. LEGAL COUNSEL—Mr. Bernard S. Melnicove

Mr. Melnicove gave a report on the 1959 Legislative Program involving S.B. 373 and H.B. 280. He stated that neither bill met with success and as a result, the subject matter as embodied in S.B. 373 has been referred to the Legislative Counsel, which is the arm of the Legislative body that functions between sessions. It was suggested by members of the Legislature that corrections be made as were developed during the regular Legislative session. A hearing date was set by the Legislative counsel to consider this legislation on July 8, 1959. In discussing this with Gordon A. Mouat and Joseph Cohen, it was agreed that the hearing would come too soon after the adjournment of this convention, and that the replies to the Referendum would not be ready at that time. Therefore, upon their request, I advised the Legislative Counsel that the hearing be postponed until sometime in the early fall; either September or October. It is hoped at that time that the sentiments of all interested in this legislation will be known. Mr. Melnicove urged that everyone return the Referendum as quickly as possible so that the Association will be able to obtain a good cross section of opinion from pharmacists throughout the entire state as well as others to whom the legislation applies. President Block complimented Mr. Melnicove for the way he handled all the legal matters for the Association during the past year and in previous years.

Mr. Block thanked all the Chairmen for the various reports they rendered at the convention and reminded those present that every Committee and every report was important to the well being of the Association and the pharmacists of our State.

7. CONSTITUTIONAL AMENDMENT— FOURTH VICE PRESIDENT

In compliance with the recommendation of the Nominating Committee made last year asking for the establishment of a fourth vice-president to recognize the expansion of membership, a constitutional amendment was offered at a meeting of the Maryland Pharmaceutical Association to establish such an office. Mr. Morgenroth moved that Article IV of the Constitution entitled "Officers and Executive Committee" be changed to read "Four Vice Presidents instead of Three Vice Presidents". The motion was seconded and passed. The office of fourth vice president will be added at the 1960 Convention.

NEW BUSINESS

1. GOVERNMENT EMPLOYEES MART

Secretary Cohen was called on to explain the operation known as Government Employees Mart, better known as G.E.M. He explained that it was a large operation now existent in other areas that made available discounts, on merchandise of a general nature including drug items. These discounts were extended to members of the organization only upon presentation of a membership card. Although it had originally started out as a government employees project, it had now expanded to other types of groups and organizations. Mr. Cohen informed the convention that he had written to Mr. Dargavel and to Congressman Friedel since the location of G.E.M. was to be in Mr. Friedel's congressional district. Mr. Cohen read the reply from Mr. Friedel stating that such operations were now under investigation by the Federal Trade Commission. Congressman Friedel stated that he was forwarding Secretary Cohen's letter to Chairman Gwynn of the Federal Trade Commission.

Mr. Dargavel's reply stated that the National Association of Retail Druggists' took a positive stand against the G.E.M. operation which is springing up across the country. His letter also stated that a complaint had been filed with the Federal Trade Commission.

Mr. Goldfeder added his experience regarding G.E.M. He said that he had applied for the opportunity to operate the drug department in a proposed G.E.M. to be located in the District of Columbia area. The person that interviewed Mr. Goldfeder stated that every location now in existence was a huge success. Mr. Goldfeder pointed out that the various departments were leased out with the understanding that the licensee would have to undersell all other sources of supply.

2. CONSTITUTIONAL AMENDMENT—GRIEVANCE COMMITTEE

Mr. Morgenroth moved that under Article XII of the By-Laws, a standing committee should be added to be known as the Grievance Committee. Mr. Golditch seconded the motion. During the course of the discussion on this proposed amendment, Mr. Morgenroth stated that the purpose of the committee would be to assist in promoting the Code of Ethics and Pharmacy regulations. Discussion as to the composition of the committee followed in which Mr. Norman J. Levin stated that he felt that no member of the Board of Pharmacy should serve on the committee because of the nature of the committee's work. Mr. Levin's suggestion that no member of the board should serve on the Grievance Committee was accepted by the author of the Constitutional Amendment—Mr. Morgenroth. The motion to amend the constitution was voted on favorably and referred to the Executive Committee for the purpose of establishing the mechanics of the committee.

3. MEETINGS

Mr. Jerome Stiffman expressed the opinion that meetings of the Maryland Pharmaceutical Association should be held in locations that are more convenient to the majority of the membership. He asked that a meeting be established for the Baltimore area. President Block replied that it was not necessary to specify certain areas for meetings. Such an action would restrict the activities of the Association. He also stated that the present regional meetings were set up and have existed as a matter of precedent over a period of years. He saw no reason that would prevent other regional meetings being added to those already established. He did not feel that a constitutional amendment should be added to set up definite meetings, as was suggested by Mr. Stiffman.

4. CONSTITUTIONAL AMENDMENT—TO AMEND THE CONSTITUTION

Mr. Charles E. Spigelmire proposed an amendment to Article V of the Constitution of the Maryland Pharmaceutical Association entitled "AMENDMENT OF THE CONSTITUTION" as follows:

Every proposition to alter or amend this Constitution must be submitted in writing, and, after being read at a duly constituted meeting shall be referred to the Executive Committee, and lie over until the next annual or a duly constituted meeting of the Association, when, upon receiving an affirmative vote of two-thirds of the members present, it shall become part of this Constitution.

The motion was moved by Mr. Spigelmire, seconded and passed.

ANNOUNCEMENTS

President Block announced the program for the rest of the day. The Executive Committee to meet immediately after the adjourn-men of the Final session. The Final prizes of the convention were drawn.

ADJOURNMENT

The Fourth and Final Session of the 77th Convention was adjourned at 2:45 P.M.

BANQUET

Thurday, July 2, 1959

The Annual Banquet was preceded by a Social Hour provided through the courtesy of the following drug wholesalers: Calvert Drug Company, Henry B. Gilpin Company, Loewy Drug Company, Muth Brothers & Company and the Washington Wholesale Drug Exchange. The executives and officials of these companies served as hosts.

The invocation was offered by Dr. Lester W. Roubey, Rabbi, Temple Oheb Sholom, Reading, Pennsylvania. He was introduced by President Frank Block.

Following a most enjoyable dinner accompanied by delightful music, Chairman Gordon A. Mouat greeted the Banquet and expressed his appreciation for the cooperation and efforts of his committee in insuring a most successful and enjoyable Convention for all. The Chairman then presented the Toastmaster of the evening, Francis S. Balassone.

Mr. Balassone introduced the guests seated at the head tables and others seated in the audience.

The Toastmaster then presented President Frank Block who brought greetings to the members and guests on behalf of the Association. He thanked the Convention Chairman, his committee members and all others for their splendid efforts for making the Convention a success. President Block also expressed his gratitude for the part played by his wife in the proper administration of his office during the past year.

Dr. Noel E. Foss, Dean of the School of Pharmacy, University of Maryland presented the American Pharmaceutical Association certificates of merit to Morris L. Cooper for first prize in the State of Maryland and fourth prize in national competition in recognition of his outstanding participation during National Pharmacy Week.

The following pharmacy week awards were presented by Victor H. Morgenroth, Jr., Co-Chairman of the Pharmacy Week Committee:

First Prize—Morris L. Cooper, Cooper's Pharmacy, Baltimore.

Second Prize—William W. Seechuk, Seechuk's Pharmacy, Baltimore.

Third Prize—H. Nelson Warfield, for the Read Drug & Chemical Co., Baltimore.

Mr. Morgenroth made the presentations on behalf of Chairman Aaron M. Libowitz, who was unavoidably absent from the Convention.

The new officers and Executive Committee of the Maryland Pharmaceutical Association were introduced and duly installed by outgoing President Frank Block. As his first official act, President-elect Gordon A. Mouat presented the Past President's Key to retiring President Frank Block. In accepting the Key, Mr. Block stated that he appreciated the great honor conferred upon him for the privilege of serving as president of the Association. He was grateful for the support and cooperation of the officers, various committees and the entire membership in making his administration a successful one. He pledged his continuing interest and support in Association affairs and in behalf of the advancement of the profession of Pharmacy.

On behalf of T.A.M.P.A., retiring President Joseph L. Muth introduced the new officers and board members of the auxiliary.

President Lee Cooper of L.A.M.P.A. introduced and installed the newly-elected officers and executive board of the Ladies' organization. The incoming president, Arlene Padussis, in her response expressed her appreciation for the honor and pledged the support of L.A.M.P.A. in the activities of the Maryland Pharmaceutical Association.

Following acknowledgment of the many generous contributions to the success and enjoyment of the banquet, dancing concluded the evening's festivities.

The 77th Annual Convention of the Maryland Pharmaceutical Association came to a happy conclusion with the consensus of those in attendance that in spite of the unusually warm weather, the Convention was one of the best in attendance, programming, entertainment, fellowship and enjoyment.

T.A.M.P.A.

The important role of T.A.M.P.A. in the success of our Conventions has become a Maryland Pharmaceutical Association tradition.

The officers and committees of the Travelers Auxiliary exerted every effort in assisting the Association in its program of entertainment.

In addition, T.A.M.P.A. members manned the registration desk, undertook many other responsibilities, and provided congenial fellowship.

To the officers and members of T.A.M.P.A., the parent Organization conveys its appreciation and gratitude for the labors and cooperation which insured the success of this outstanding Convention.

OFFICERS ELECTED 1959-60

At the Forty-Third Meeting of the T.A.M.P.A.

Galen Hall, Wernersville, Pa., June 29, 30, July 1, 2, 1959

Honorary President—Samuel S. Cohen
President—Albert Heydemann
First Vice President—Norbert H. Zeller
Second Vice President—Richard R. Crane
Third Vice President—Edwin M. Kabernagel, Jr.
Treasurer—John A. Crozier
Secretary—Louis M. Rockman

Executive Board

Joseph L. Muth, Chairman	William H. Harrison
George M. Brandt	Kenneth L. Mills
Alexander M. Mayer	H. Sheeler Read
Frederick H. Plate	George B. Rider
Joseph A. Costanza	Milton J. Timin

Maryland Pharmacist Committee

Bernard A. Appel, Chairman

A. G. Leatherman	Allen C. Smith
C. Wilson Spilker	George S. Teass

L.A.M.P.A.

The appreciation of the Maryland Pharmaceutical Association is also extended to the Ladies Auxiliary for the role they played in insuring the social success of the Convention.

The Association looks forward to L.A.M.P.A.'s actively participating in the Convention and other functions of the Association in the coming years.

L.A.M.P.A. OFFICERS FOR 1959 - 60

Officers

Honorary President—Mrs. Louis Kahler
President—Mrs. Anthony G. Padussis
First Vice President—Mrs. Samuel I. Raichlen
Second Vice President—Mrs. Felix Kaminski
Third Vice President—Mrs. Norman J. Levin
Treasurer—Miss Amelia C. DeDominicis
Recording Secretary—Mrs. H. Sheller Read
Corresponding Secretary—Mrs. Albert Rosenfeld, 99 Smithwood Ave.,
Baltimore 28, Maryland
Membership Treasurer—Mrs. William H. Harrison

Directors

Mrs. Morris L. Cooper, Chairman

Mrs. Henry H. Goldscheider
Mrs. Henry M. Golditch
Mrs. Milton A. Friedman
Mrs. Charles J. Neun
Mrs. Albert G. Leatherman
Mrs. George M. Schmidt, Elkton
Mrs. A. Wayne Braden, Silver Spring
Mrs. Edward C. Maisenhalder, Bel Air
Mrs. William A. Cooley, Cumberland

Mrs. Charles S. Austin, Honorary Board Member

Mrs. Frank Block, Historian

Past Presidents

1953-54 Mrs. Charles S. Austin
1954-55 Mrs. Charles S. Austin
1955-56 Mrs. Sol Weiner
1956-57 Mrs. H. Nelson Warfield
1957-58 Mrs. Frank Block
1958-59 Mrs. Morris L. Cooper

In Memoriam

WILLIAM H. BATT
HARRY R. COHN
HERBERT EICHERT
ROBERT S. FUQUA
MORRIS GENDASON
CHARLES N. GWINN
HARRY H. HANTMAN
EMORY G. HELM
CLYDE N. KALKREUTH
THOMAS J. KELLY
LOUIS HENRY KRAUS, SR.
GEORGE J. KREIS
LEO B. LATHROUM
HENRY P. McGINN
FLORENCE S. PILSON
FRANK L. PURDUM
MORRIS ROSENBERG
FREDERICK W. SCHULTE, JR.
WILMER H. SCHULZE
ARTHUR Z. STORCH
GEORGE WILLIAM VOGEL
HARVEY W. VOSHELL
SAMUEL WEISMAN
RICHARD H. WILSON

COMMITTEES

MARYLAND PHARMACEUTICAL ASSOCIATION

1959 - 60

Social Committee: Harold M. Goldfeder, Chairman; Norman J. Levin, Co-Chairman; David Newman, Havre de Grace; Anthony G. Padussis; William A. Cooley, Cumberland; H. Nelson Warfield; Solomon Weiner; Morris R. Yaffe, Bethesda; Victor G. Mercer, Frederick; Philip Levin; John A. Crozier; Joseph L. Muth; William H. Harrison; Sam A. Dripps; John Francis, Jr.; Arlene Padussis; Albert Heydemann; Warren Mattingly; Joseph Freiman; James E. Carr.

Building Committee: Herman B. Drukman, Chairman; John F. Wannenwetsch, Frank J. Macek; Frank L. Black; H. A. B. Dunning; Manuel B. Wagner; Gregory W. A. Leyko.

Trade Relations Committee: Aaron M. Libowitz, Chairman; Lyndon B. Myers, Co-Chairman, Mt. Airy; Milton Sarubin, Ellicott City; Donald Fedder; W. A. Braden, Silver Spring; Louis Davidov; Edward H. Fisher, Ocean City; Peyton N. Horne, Easton; Elwin H. Alpern, Odenton; Irving I. Cohen; Alfred L. Aaronson; Jerome A. Stiffman; Hershel Cohen; F. Harold Lewis; William Sullivan, Cumberland; Charles E. Spigelmire.

School Of Pharmacy Committee: Frederic T. Berman, Chairman; Stephen J. Provenza, Co-Chairman; Bernard Cherry; Howard L. Gordy, Salisbury; A. Lester Batie, Laurel; Samuel I. Raichlen; Victor H. Morgenroth, Jr.; Irving I. Cohen; H. Nelson Warfield; W. L. Brunnett, Riverdale; Robert P. Stotler, Cumberland; Harold K. Goldman; Jerome J. Cermak; Henry G. Seidman; H. A. B. Dunning; Frank Block; Francis S. Balassone; Simon Solomon; John F. Wannenwetsch; John A. Crozier; Harry Bass.

Professional Relations Committee: Stephen J. Provenza, Chairman; H. Nelson Warfield, Co-Chairman; Milton A. Friedman; Aaron M. Libowitz; Philip Schenker; Milton A. Klepfish; Arnold L. Dickman; L. H. Kraus, Jr., Salisbury; Robert E. Thiess; Alphonse S. David, Easton; Arthur C. Harbaugh, Hagerstown; N. W. Chandler, Landover Hills; Fred G. Sullivan, Hyattsville; James P. Cragg, Jr.; David Lebson; George J. Stiffman; Charles E. Spigelmire; John F. Neutze; Carlton W. Hanks, Sr., Cumberland; Morton J. Schnaper, Bethesda; Milton H. Feldman; Samuel J. Sheller.

Legislative Committee: Albin A. Hayman, Salisbury, Chairman; Henry M. Golditch and Victor H. Morgenroth, Jr., Co-Chairmen; Walter E. Albrecht, Linthicum Heights; A. Lester Batie, Laurel; Morris Lindenbaum; L. B. Myers, Mt. Airy; William C. Hill, Easton; Victor G. Mercer, Frederick; J. Ronald Reed, Hagerstown; Milton J. Fitzsimmons, Ellicott City; Harold M. Goldfeder, Riverdale; Howard E. Lamkin; Joseph Marmor, Frederick; Robert J. Martin, Cumberland; Milton Zentz; Robert E. Proudfoot, Oakland; Paul J. Snyder; Morris R. Yaffe, Bethesda; Bernard Cherry; Lloyd N. Richardson, Bel Air; Frank Block; Elmer W. Sterling, Church Hill; Howard L. Gordy, Salisbury; Aaron M. Libowitz; George M. Schmidt, Elkton; Simon Solomon; Halcolm S. Bailey, Ocean City; Gregory W. A. Leyko; Cecil E. Guild, Westminster; William J. Connor, Centreville; Jerome Mask; John E. Donaldson, Washington; Robert F. Tomsko, Cumberland; Milton Klepfish; Joseph Carmel; Arnold L. Dickman.

Membership Committee: Norman J. Levin, Chairman; Victor H. Morgenroth, Jr., Co-Chairman; Hyman Davidov; Morris L. Cooper; George J. Stiffman; David Newman, Havre de Grace; Salvator J. Latona, Mt. Rainier; James A. I. Parker, Kensington; Louis Glaser; Joseph Carmel; Paul Reznek, Beltsville; Nathan Schwartz, Annapolis; Myer Stoler; Arnold L. Dickman; Howard L. Gordy, Salisbury; Irving I. Cohen; Alexander M. Mayer; Harry H. Sellers, Cumberland; Frank B. Clark, Ellerslie; Frank J. Wesolowski.

Finance Committee: Solomon Weiner, Chairman; Charles E. Spigelmire, Co-Chairman; Herman B. Drukman; H. A. B. Dunning; Hyman

Davidov; John F. Wannenwetsch; Gregory W. A. Leyko; Bernard Levin; Myron E. Blough, Cumberland.

Auditing Committee: Mathias Palmer, Chairman; Solomon Weiner; Charles E. Spigelmire; Morris Lindenbaum, Reisterstown; William Ichniowski.

Public Relations Committee: Charles E. Spigelmire, Chairman; Donald Fedder, Co-Chairman; William C. Hill, Easton; Bernard Lachman; Milton Goldberg; Irvin Kamenetz; Howard S. Rice; I. E. Kerpelman, Salisbury; Milton A. Friedman; Joseph L. Combs, Jr.; Arthur C. Harbaugh, Hagerstown; Alphonse S. David, Easton; W. Y. Kitchin, Annapolis; Sam A. Goldstein; Stephen J. Provenza; Irving Freed; William L. Pearlman; Henry J. Glaeser, Jr., Manchester; Henry W. Lawlor, La Plata; Robert W. Holthaus; Jerome L. Fine; Morton L. Pollack; Nathan I. Gruz; Henry G. Seidman; Ronald Schindler, Cumberland.

Fair Trade Committee: Simon Solomon, Chairman; Alexander J. Ogrinz, Jr., Co-Chairman; Jerome Mask; Victor H. Morgenroth, Jr.; Melvin J. Sollod, Silver Spring; I. E. Kerpelman, Salisbury; Morris R. Yaffe, Bethesda; Robert E. Proudfoot, Oakland; Robert J. Martin, Cumberland; Herman Taetle, Silver Spring; A. Lester Batie, Laurel; Abraham S. Berman; Edward J. Passaro; Jacob L. Kronthal; Robert F. Tomsko, Cumberland; Ellis Gadol, Silver Spring.

Publications Committee: Mario Sama, Chairman; Joseph U. Dorsch, Co-Chairman; B. Olive Cole; John F. Wannenwetsch; Paul Reznek, Beltsville; Herman M. Kling; L. M. Kantner; Frank L. Black; Milton Sarubin, Ellicott City.

Pharmacy Week Committee: Milton A. Friedman, Chairman; Stephen J. Provenza, Co-Chairman; H. Nelson Warfield; Frederic T. Berman; Arthur C. Harbaugh, Hagerstown; Victor G. Mercer, Frederick; Harold M. Goldfeder, Riverdale; Aaron M. Libowitz; Morris L. Cooper; David Newman, Havre de Grace; Jerome A. Stiffman; Thomas M. Payne, Easton; David Lebson; Eugene Judy, Cumberland; N. W. Chandler, Landover Hills; Robert F. Nierman, Cumberland; W. Les Brunnett, Riverdale.

Pharmacy Committee: Edward C. Maisenhalder, Bel Air, Chairman; Bernard Cherry, Co-Chairman; Harold D. Mondell; Joseph Freiman; Victor H. Morgenroth, Jr.; George M. Schmidt, Elkton; Morton J. Schnaper, Bethesda; Myer Stoler; Howard L. Gordy, Salisbury; Alvin Rosenthal; Fred G. Sullivan, Hyattsville; Earl E. Shank, Jr.; Emmitsburg; Wilfred H. Gluckstern; Irving J. Gleiman; Lynn Sheetz, Cumberland; Eli Fedder, Pikesville; Stanley Karmiol.

Nominating Committee: Frank Block, Chairman; George M. Schmidt, Elkton, Co-Chairman; Frank J. Macek; Hyman Davidov; Manuel B. Wagner; Lester R. Martin, Cumberland; Albin A. Hayman, Salisbury. .

Resolutions Committee: Noel E. Foss, Chairman; Simon Solomon, Co-Chairman; Aaron M. Libowitz; Max M. Zervitz; Howard L. Gordy, Salisbury; Harold M. Goldfeder, Riverdale; Herman B. Drukman; James A. I. Parker, Kensington; Morton J. Schnaper, Bethesda; Walter E. Albrecht, Linthicum; John F. Wannenwetsch; Francis S. Balassone.

Civil Defense Committee: Gregory W. A. Leyko, Chairman; Philip Richman, Annapolis, Co-Chairman; Morris R. Walman; Milton Sarubin; Robert P. Keech, Cumberland; C. W. Englander, Oakland; I. E. Kerpelman, Salisbury; Ellis B. Myers; Simon Solomon; Noel E. Foss; Francis S. Balassone; Arthur C. Harbaugh, Hagerstown; S. Earl Webster, Cambridge; Norman J. Levin, Pikesville; L. Heller, La Plata; William C. Hill, Easton; Milton J. Fitzsimmons, Ellicott City; L. H. Kraus, Jr., Salisbury; Edward C. Maisenhalder, Bel Air; David Newman, Havre de Grace; Milton Waxman, Elkton; Walter T. Savage, Berlin; Elmer W. Sterling, Church Hill; James W. Truitt, Federalsburg; W. A. Braden, Silver Spring; W. D. Timmons, Cumberland; Victor G. Mercer, Frederick; Jacob H. Sapperstein, Cockeysville; Jerome L. Fine.

COMMITTEE FUNCTIONS

Social Committee:

To recommend a convention site to the Executive Committee. To promote the convention generally: Contributions, entertainment, attendance, publicity.

Building Committee:

To inspect the Kelly Memorial Building and grounds. To recommend repairs, maintenance and improvements.

Trade Relations Committee:

To improve trade relations between manufacturers, wholesalers and retailers particularly in out-front merchandise.

School of Pharmacy Committee:

To assist the School of Pharmacy, University of Maryland in promoting the School and forming a close relationship between the Faculty, Student Body and members of the Association.

Professional Relations Committee:

A liaison between Pharmacy, Dentistry and Medicine. To encourage closer and better relations between these professions. To foster meetings to discuss problems of common interest. To promote better intra-professional relations.

Legislative Committee:

To study all legislation affecting Pharmacy—local, state and federal. To take an active part in preventing harmful legislation and seeking beneficial legislation. To attend legislative sessions and hearings and participate in them if necessary.

Membership Committee:

To devise ways and means of improving the membership in the Association both numerically and qualitatively. Active participation to bring this about by mailing bills and calling on both delinquent and prospective members.

Finance Committee:

To study the financial needs of the Association for efficient operation. To prepare a budget and to recommend addition or deletion of expense items.

Auditing Committee:

To examine the books of the Association after the annual audit has been made.

Public Relations Committee:

To promote pharmacy through various medias—radio, television, newspapers, so that the public will have a better understanding and opinion of pharmacists and Pharmacy.

Fair Trade Committee:

To cooperate with the Fair Trade Service Bureau in the maintenance of Fair Trade in the State of Maryland, and to support legislation on both a State and National level pertaining to Fair Trade.

Publications Committee:

To examine the Maryland Pharmacist, official publication of the Maryland Pharmaceutical Association. To make editorial contributions, obtain advertisers and improve the publication generally.

Pharmacy Week Committee:

To assist the American Pharmaceutical Association in promoting National Pharmacy Week. To encourage participation in retail, hospital, school and public exhibits. To provide suitable awards.

Pharmacy Committee:

To promote professional Pharmacy and the good practice of Pharmacy.

Civil Defense:

To join with Civil Defense authorities on all levels to provide pharmaceutical service in case of an attack.

Resolutions Committee:

To gather and prepare resolutions for presentation at the annual Convention.

Nominating Committee:

To present a slate of officers, executive committee and nominees for the Maryland State Board of Pharmacy to the annual convention for election as stated in the Constitution of the Association.

Executive Committee:

The governing body of the Association as stated in the Constitution.

INFORMATION ON THE FURNISHING OF PRESCRIPTIONS & MEDICAL REQUISITES TO VETERANS ADMINISTRATION BENEFICIARIES.

NOTE: This service is furnished by the Maryland Pharmaceutical Association to members of the Association only.

The Maryland Pharmaceutical Association (the Contractor) agrees to make available during the period from July 1, 1959 to June 30, 1960, all services outlined below.

1. **SERVICES:** The Contractor through the pharmacies of the State of Maryland, which are owned, managed, or operated by registered pharmacist members of the Association agrees to supply drugs and medical requisites on prescriptions to Veterans Administration beneficiaries entitled thereto.

2. **PRESCRIPTIONS:** For the purpose of this contract, an original written prescription on VA Form 10-2577, the physician's or dentist's regular printed prescription blank bearing the date written, the name and postal address of the patient and the signature of the prescribing physician or dentist to the statement "I am authorized to treat, and prescribe for the above-named Veterans Administration patient" will be considered proper authorization to a participating pharmacy. (Statement of authorization may be written, printed, typed, or stamped upon either side of the prescription blank.)

3. **MEDICAL REQUISITES:** Medical requisites will be supplied only on the original written prescription of a physician or dentist and will bear the same information and authorization statement as required for prescriptions for medication. Medical requisites as referred to herein are defined to include only the following listed items:

a. ACCESSORIES
  1. Hypodermic (insulin or other) syringe and two (2) needles
  2. Two (2) hypodermic needles
  3. Atomizer
  4. Nebulizer
  5. Hot water bottle
  6. Fountain syringe
  7. Combination hot water bottle and syringe
  8. Ice bag
  9. Ice cap
  10. Urinal
  11. Bed pan
  12. Enema can
  13. Feeding tube
  14. Ear and ulcer syringe
  15. Urethral catheter

b. DRESSINGS
  1. Gauze Bandages
  2. Sterile Pads
  3. Adhesive Tape
  4. Sterile Absorbent Cotton

The items listed in subparagraph b. are for use only in connection with the application of medication prescribed for immediate needs following an authorized treatment, and are not intended for prolonged continuing use in chronic cases. They may be furnished on prescription in accordance with paragraph 2, only when such prescription is accompanied by a properly documented prescription for medication requiring the use of such accessory items for its application as prescribed. Quantities furnished by pharmacists will not exceed amounts prescribed and will not exceed in total value on any one prescription the schedule price of the accompanying prescriptions for local medication requiring such prescribed dressing.

Pharmacists are authorized to adjust downward, quantities of items furnished under b., if necessary to come within the above maximum cost limitation, certifying the quantity furnished and price charged, and obtaining the signature of receipt as provided under 4 b.

Prescriptions for dressings (3b) will be attached by the pharmacist to the accompanying prescription for local medication when submitted for payment.

4. **RECORD OF PRESCRIPTION:** a. The Contractor will require all participating pharmacies to file copies (or originals if required by State or Federal Laws) of all prescriptions filled for Veterans Administration beneficiaries and to maintain a list, by prescription numbers, of all prescriptions subject to this plan for the purpose of inspection.

b. The Contractor will require all participating pharmacies to submit to it monthly every **original** prescription (See paragraph 4c) filled under the provisions of this contract, for which claim for payment is made. Such prescriptions will be clearly marked in ink, or typewritten, with the date filled and fee established. Prescription will bear the signature of the Veterans Administration beneficiary for whom the prescription was written to the statement "I acknowledge receipt of prescription No........... (or medical requisite—which must be described by common name) on ......(Date......."

c. Certified copies of narcotic prescriptions will be accepted. However, such copies **must bear,** in addition to other statements and signatures, **the signature of the beneficiary** to the acknowledgment of receipt. Carbon copy of the veteran's signature on the true copy of the prescription will be acceptable for payment processing purposes provided the signature is legible. **Typewritten signatures will not be acceptable.**

d. When it is not possible to secure the signature of the beneficiary without hardship, the signature of a responsible adult representative of the beneficiary may be accepted. If neither can be obtained, certification to that effect may be accepted.

5. **FEES:** a. Fees for prescriptions will be in accordance with the prescriptions schedule, which is attached hereto, and made a part of this contract, it being understood that such fees are not in excess

of the rates charged for identical services to other persons who are not Veterans Administration beneficiaries.

b. Charges allowable for medical requisites will be the established Fair Trade minimum retail price, if in effect, for such articles. If Fair Trade is not in effect, the charges allowable will be the prevailing retail price of the participating pharmacy for such article to other persons who are not Veterans Administration beneficiaries.

PRESCRIPTION SCHEDULE FOR VETERANS ADMINISTRATION BENEFICIARIES EFFECTIVE JULY 1, 1958

Average Price Includes Cost, Profit, Container (5) Charge & Professional Fee

Volume or Weight	Internal Liquids (Dram or more per dose)	Eye, Ear, Nose Drops (Internal) Liquids in Drop Doses	External Liquids Lotions, Gargles, Injections, etc.	Handmade Ointments	Handmade Bulk Powders Calculate on Volume	Number	Handmade Capsules, Papers, etc.	Handmade Suppositories
	Avg.	Avg.	Avg.	Avg.	Avg.		Avg.	Avg.
1 dr.	1.00	1.00	1.00	1.00	1.00	1-2	1.00	1.00
2 dr.	1.00	1.00	1.00	1.00	1.00	3	1.00	1.00
4 dr.	1.00	1.00	1.00	1.00	1.00	6	1.00	1.50
1 oz.	1.00	1.25	1.00	1.00	1.00	12	1.25	2.25
2 oz.	1.25	1.50	1.00	1.50	1.25	18	1.50	3.00
3 oz.	1.50	2.00	1.25	2.00	1.50	20	1.75	3.25
4 oz.	1.75	2.50	1.50	2.50	1.75	24	2.00	3.75
6 oz.	2.00	—	1.75	3.00	2.00	36	2.75	4.25
8 oz.	2.50	—	2.00	3.75	2.25	40	3.00	4.75
12 oz.	2.75	—	2.25	4.50	2.50	50	3.50	5.00
16 oz.	3.50	—	2.50	5.00	3.00	100	6.00	8.50

(If exact quantity called for is not listed, charge at rate of the average of the two nearest quantities given.)

Instructions

1. Above prices are AVERAGE and subject to modification where dose varies or where one or more ingredients are very expensive. In general, when the cost (1) of the amount used of any ingredient (2) equals or exceeds 1/5 of the Schedule price add the cost of the amount used of such ingredient, to the Schedule price.

2. In every case where calculated price is an odd number, adjust price to the nearest number divisible by 5. If more than one calculation is required, adjust number after each calculation.

3. For all Proprietaries or other manufactured product in original manufacturer's size or quantity cost (1) plus 66%, or prevailing over counter price, if any, whichever is lower.

4. For less than manufacturer's size (3) of any liquid, solid or powder Proprietary (4) with wholesale cost of $4.00 or less for the quantity dispensed charge Schedule price, or cost (1) of quantity dispensed plus 75%, whichever is higher. If in combination, follow Schedule (or cost of quantity dispensed plus 75%, whichever is higher) and Instruction 1. For less than manufacturer's size (3) of any liquid, solid or powder Proprietary with wholesale cost of more than $4.00 for the quantity dispensed charge cost of quantity dispensed plus 66%.

5. For less than manufacturer's size (3) of any Tablet, Pill, Capsule, etc., with wholesale cost of $4.00 or less for the quantity dispensed, charge cost (1) of quantity dispensed plus 150% for all quantities up to and including one-fourth of manufacturer's size; charge cost of quantity dispensed plus 100% for all quantities up to and including one-half of manufacturer's size; charge cost of quantity dispensed plus 75% for all quantities greater than one-half of manufacturer's size. For less than manufacturer's size (3) of any Tablet, Pill, Capsule, etc., with wholesale cost for the quantity dispensed of more than $4.00 charge wholesale cost of quantity dispensed plus 75%.

6. Minimum price for any prescription $1.00.

7. Prescription prices will not exceed those charged nonveterans for identical prescriptions. If schedule prices exceed those on record in the pharmacy's prescription file for identical prescriptions for persons who are not VA beneficiaries, adjust price to lower figure.

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(1) "Cost means Wholesaler's price.

(2) "Ingredient" does not include vehicle. No increase in price should be made for cost of vehicle unless such cost equals or exceeds one-half of Schedule price. In such cases add one-half the cost of the amount (of vehicle) used to the Schedule price.

(3) "Size." Where more than one size is listed base price on cost of size nearest to quantity dispensed.

(4) "Proprietary" includes all "Specialties," Trade Marked items, specific manufacturer's product, etc.

(5) Best Quality and adapted to intended use of medicament, (e.g. dropper bottle, ophthalmic tube, etc.).

ONLY THESE NARCOTIC PREPARATIONS MAY BE SOLD ON ORAL OR TELEPHONED PRESCRIPTION

The Federal Bureau of Narcotics has issued its list of narcotic preparations that can be sold on oral prescription.

The Maryland Law is now also in effect. Following is the Federal Bureau's oral prescription narcotic list:

(1) **CODEINE** (methylmorphine): Codeine content of compound must not exceed eight grains per fluid oz. or one grain per dosage unit. *Codeine must be compounded with—*

(a) "one or more active non-narcotic ingredients in recognized therapeutic amounts" (examples — Empirin Compound with

Codeine, A.P.C. with Codeine, Coricidin with Codeine, Trigesic with Codeine); or

(b) "an equal or greater quantity of any isoquinoline opium alkaloid or salt thereof" (example—Copavin).

(2) **DIHYDROCODEINONE** (Hydrocodone, Dicodid, Hycodan) or any salt thereof: Dihydrocodeinone content of compound must not exceed one and one-third grains per fluid oz. or one-sixth grain per dosage unit. *Dihydrocodeinone must* be compounded with—

(a) "one or more active non-narcotic ingredients in recognized therapeutic amounts (examples — Bicotussin Syrup, Coditrate); or

(b) "a *fourfold* or greater quantity of any isoquinoline opium alkaloid or salt thereof" (example—Dihydrocodeinone 4 mg. with Papaverine, 16 mg.).

(3) **DIHYDROHYDROXYCODEINONE** (Oxycodone, Eucodal) or any salt thereof when compounded with one or more active *non-narcotic* ingredients in recognized therapeutic amounts. Dihydrohydroxycodeinone content must not exceed two-third grain per fluid oz. or one-twelfth grain per dosage unit. (example—Percodan, Nucodan)

(4) **DIONIN** (Ethylmorphine) or any salt thereof when compounded with one or more active *non-narcotic* ingredients in recognized therapeutic amounts. Dionin content must not exceed one and one-third grains per fluid oz. or one-sixth grain per dosage unit (example—Terpin Hydrate and Creosote compound with Dionin).

(5) **ANY ISOQUINOLINE ALKALOID OF OPIUM** or any salt of any such isoquinoline alkaloid, *alone* or in combination with other active non-narcotic medicinal ingredients. According to the Narcotics Bureau, the only isoquinoline alkaloids of opium currently on the market are: *Papaverine, Narcotine, Cotarnine,* and *Narceine.*

(6) **APOMORPHINE** or any salt thereof *alone* or in combination with other active non-narcotic medicinal ingredients.

(7) **NALLINE** (N-allyl-normorphine, Nalorphine) or any salt thereof *alone* or in combination with other active non-narcotic medicinal ingredients. It is an antidote for morphine poisoning.

Oral Prescription Narcotic List Does Not Include—

(1) **Straight** Codeine, Dihydrocodeinone, Dihydrohydroxycodeinone, or Dionin. An effort was made to get straight Dionin included in the list for ophthalmic solutions, but was unsuccessful.

(2) **MORPHINE** or any of its salts or compounds, except when they are included in preparations that have previously been known as *exempt narcotics.* In fact, oral prescriptions can be accepted for any *exempt narcotic preparation.* This is logical because any *exempt narcotic preparation* can be sold *over-the-counter* without any pre-

scription within the limits set by federal and state laws and regulations.

(3) **METHADONE COMPOUNDS** (Amidone, Adanon, Dolophine). Methadone compounds with other non-narcotic ingredients were proposed with certain dosage limitations, but were not included in the final list.

(4) **OPIUM COMPOUNDS** with other non-narcotic ingredients for topical application were proposed, but not included.

(5) **DEMEROL** (Pethidine, Meperidine): Dilaudid (Dihydromorphinone); Cocaine; Pantopon; Metopon; Dromoran; Isomethadone; Methadol; Nisentil (Alphaprodine); Heptazone (Thebaine); Phenadoxone.

Oral Prescriptions Must Be Reduced To Writing And Filed; No Refills

Like oral prescriptions for non-narcotic drugs under the Food and Drug Administration's Durham-Humphrey (D-H) law, and under our own Maryland Law, (the dangerous drug law) narcotic oral prescriptions must be reduced to writing promptly by the pharmacist and must be filed. The oral prescription narcotic law specifically requires that prescriptions be kept for two years.

Oral prescriptions can be accepted from any physician or other practitioner who has a narcotic registration. The practitioner must supply the pharmacist with the same information required for a written narcotic prescription.

Unlike FDA's Durham-Humphrey law, and our own harmful drug law, refills cannot be authorized on either a written or an oral narcotic prescription (except, of course, in the case of *exempt narcotic* preparations). A new prescription must be obtained each time.

There Are Now Three Classes of Narcotic Preparations

So far as the physician and the pharmacist are concerned, the new federal law and list issued by the Federal Bureau have the effect of creating three classes of narcotic preparations:

(1) **WRITTEN PRESCRIPTION NARCOTICS:** All narcotic preparations that do not fall in either of the next two categories still require the presentation of a written prescription before the pharmacist *can deliver* the drug.

(2) **ORAL PRESCRIPTION NARCOTICS:** Oral prescriptions can be accepted by the pharmacist for preparations on the Federal Bureau's list in those states where such oral prescriptions are legal under state law (Maryland). Oral prescriptions can be accepted for prescriptions that require compounding by the pharmacist as well as those available in pharmaceutical specialty form.

(3) **EXEMPT NARCOTICS:** No prescription is required for

> exempt narcotics which can be sold over-the-counter, but federal law requires a written record of each sale in a registration book.

Except for the simple fact that oral prescriptions are authorized for a limited list of narcotic preparations, the new federal law and regulations do not change anything else with regard to the responsibilities of physician and pharmacists in the handling of narcotics. For example—

> Even if the physician supplies a pharmacist with a prescription, the latter cannot sell him narcotics for use in his office or other practice. The physician is not supposed to get any narcotics for these purposes unless he uses his official narcotics order form. If a pharmacist is registered as a "wholesaler," he can supply a physician via an official order form.

NOTE:

A number of narcotics, which are considered exempt under Federal Law, are not exempt under State of Maryland Laws. Only a narcotic specifically cited by Maryland Law as an exempt narcotic may be so sold.

ARTICLES OF INCORPORATION

Know all men by these presents, That we, M. L. Byers, David M. R. Culbreth, Joseph B. Garrott, E. M. Foreman, John W. Geiger, Samuel Mansfield, J. Charles Smith, Columbus V. Emich, Albion J. Corning, John T. Thomsen, D. C. Auginbaugh, Edwin Eareckson, William Simon and J. Walter Hodges, being citizens of the United States, and a majority of whom are citizens of the State of Maryland, do hereby certify that we do, under and by virtue of the General Laws of this State, authorizing the formation of corporations, hereby form a corporation under the name of "The Maryland State Pharmaceutical Association of Baltimore City."

We do further certify, that the said corporation, so formed is a corporation for the purpose of bringing together the reputable Pharmacists, Chemists and Druggists of the State, that they may by thorough organization and united effort advance the science of Pharmacy, promote scientific research, and in the interest of the public strive to have enacted just, stringent laws, to prevent the adulteration of food and medicines, and to confine the compounding and sales of medicines to regularly educated Pharmacists; that the term of existence of said corporation is limited to forty years; and that the said corporation is formed upon the articles, conditions and provisions herein expressed, and subject in all particulars to the limitations relating to corporations, which are contained in the General Laws of this State.

We do further certify, that the operations of said corporation are to be carried on in the State of Maryland, and that the principal office of the said corporation will be located in Baltimore City.

We do further certify that the said corporation has no capital stock.

We do further certify that the said corporation will be managed by the officers, and that the said M. L. Byers, David M. R. Culbreth, Joseph B. Garrott, E. M. Foreman, John W. Geiger, Samuel Mansfield, J. Charles Smith and Columbus V. Emich are the names of the Officers who will manage the concerns of the said corporation for the first year.

In Witness Whereof, We have hereunto set our hands and seals this twenty-sixth day of November, in the year eighteen hundred and eighty-nine.

M. L. Byers	(Seal)	Columbus V. Emich	(Seal)
David M. R. Culbreth, M. D.	(Seal)	John T. Thomsen	(Seal)
Joseph B. Garrott	(Seal)	D. C. Aughinbauch	(Seal)
E. M. Foreman	(Seal)	Edwin Eareckson	(Seal)
John W. Geiger	(Seal)	William Simon	(Seal)
Samuel Mansfield	(Seal)	J. Walter Hodges	(Seal)
J. Charles Smith	(Seal)	A. J. Corning	(Seal)

A CODE OF ETHICS

For the guidance of members of this Association and all pharmacists of the State who may wish to follow the higher practice of their profession.

Respecting the Pharmacist Himself

First—He should, by study, experimentation, investigation and practice, thoroughly qualify himself to fully meet and competently transact the daily requirements of his vocation.

Second—He should possess a good moral character and should not be addicted to the improper use of narcotic drugs nor the excessive use of alcoholic stimulants.

Third—He should constantly endeavor to enlarge his store of knowledge; he should, as far as possible, read current pharmaceutical literature; he should encourage all such pharmaceutical organizations as seem to be helpful to the profession, and so deport himself as not to detract from the dignity and honor of the calling this Association, especially is trying to elevate.

Fourth—He should accept the standards and requirements of the United States Pharmacopoeia and the National Formulary for the articles of Materia Medica and the preparations recognized by these publications, and, as far as possible, should promote the use of these and discourage the use of proprietaries and nostrums.

Respecting the Pharmacist's Relation With Those From Whom He Makes Purchases

First—He should deal fairly with these, all goods received in error or excess, and all undercharges, should be as promptly reported as are shortages and overcharges,. Containers not charged for and not included in the charge of contents should be carefully returned, or, if used should be credited to the party to whom they belong.

Second—He should earnestly strive to follow all trade regulations and rules, promptly meet obligations, closely follow all contracts and agreements, and should not encourage or sanction any division of quantity purchases not contemplated in the terms of sale.

Respecting the Pharmacist's Relation With His Fellow-Pharmacist

First—In this relationship he should, especially, "do as he would be done by." He should not make any comment or use any form of advertisement that will reflect upon a member of the profession, generally or specifically. Nor should he do that which will in any way discredit the standing of other pharmacists in the minds of either physicians or laymen.

Second—He should not obtain, surreptitiously, or use the private formulas of another, nor should he imitate or use another's preparations, labels or special forms of advertising.

Third—He should not fill orders or prescriptions which come to him by mistake. Prescription containers with copies and labels of another pharmacist upon them may be filled by him upon request but he must invariably replace the labels with his own, thereby assuming proper responsibility.

Fourth—He should never request a copy of a prescription from another pharmacist; the owner of the prescription, being alone entitled to a copy, is the proper person to ask for it.

Fifth—He may borrow merchandise from another pharmacist, provided the practice is reciprocal and equally agreeable to both parties; but the better form is to pay a sum for the desired article equal to the cost and half of the profit to be obtained.

Respecting The Pharmacist's Relation With Physicians

First—He should positively refuse to prescribe for customers except in case of urgent emergency.

Second—He should not, under any circumstances substitute one article for another, or one make of an article for another, in a physician's prescription without the physician's consent.

Third—He should refuse to re-fill prescriptions or give copies of them when so instructed by the physician.

Fourth—He should not put advertisement of any kind on prescription blanks furnished to the physician, including the name and address of the pharmacy or pharmacist.

Fifth—He should not place copies of prescriptions upon containers unless ordered to do so by the prescriber, even though the patient should request it. Nor should he use any word or label, like "For External Use," "Poison," "Caution," etc., with due regard for the wishes of the prescriber, provided the safety of the patient and family is not jeopardized.

Sixth—Whenever there is a doubt as to the correctness of the physician's prescription or directions, he should invariably confer with the physician in order to avoid possible mistakes or unpleasantness; changes in prescriptions should not be made without such conference.

Respecting The Pharmacist's Relations With His Patrons

First—He should seek to merit the confidence of his customers, which, when won, should be jealously guarded and never abused by extortion or misrepresentation.

Second—He should supply products of standard quality only to patrons, excepting when something inferior is specified and paid for by them.

Third—He should charge no more than fair, equitable prices for merchandise and prescriptions; but the time required for the proper preparation of prescriptions should be duly considered and paid for.

Fourth—He should hold the safety and health of his patrons to be of first consideration; he should make no attempt to treat disease nor strive to sell nostrums or specifics simply for the sake of profit.

Fifth—He should consider the reckless or continued sale of drugs to habitues and the illicit sale of abortive medicines or poisons to be practices unbecoming a gentleman, a pharmacist and a member of this Association.

CONSTITUTION AND BY-LAWS

Revised and Adopted June 28, 1956

Preamble

WHEREAS, to promote progress and to guard the well-being of our profession within the State, Pharmacists should be thoroughly organized, and

WHEREAS, the relations existing between Pharmacists, Chemists, Drug Wholesalers and Manufacturers are, and ought to be, of the most intimate and confidential character, and

WHEREAS, there exists great necessity for the enactment of just, and stringent laws in the interest of the public, to guard against the adulteration, abuse and misrepresentation of drugs and medicines and to confine the compounding and dispensing of drugs and medicines to those who are thoroughly competent and duly licensed. Therefore, be it

Resolved, that we, the Pharmacists, Chemists, Drug Wholesalers and Manufacturers of the State of Maryland in convention assembled do hereby organize ourselves into a permanent association and adopt the following Constitution and By-Laws.

CONSTITUTION

ARTICLE I.

This Association shall be known as the MARYLAND PHARMACEUTICAL ASSOCIATION, INCORPORATED.

ARTICLE II.

OBJECT OF THE ASSOCIATION:

The object of this Association is to bring together the reputable Pharmacists, Chemists, and Allied Members of the drug industry of the State, that they may, by thorough organization and united effort, advance the science of Pharmacy, promote scientific research and, in the interest of the public, strive to have enacted just, and stringent laws conforming to state and federal regulations, and to prevent the adulteration, abuse and misrepresentation of drugs and medicines and to confine the compounding and sale of drugs and medicines to duly educated and licensed pharmacists.

ARTICLE III.

TYPES OF MEMBERSHIP:

Section 1. This Association shall consist of active, associate, affiliate, honorary and life members.

Section 2. *ACTIVE MEMBERS*: Any registered pharmacist in the State of Maryland, of good moral character and professional standing, who shall have attained the age of twenty-one years, shall be eligible to active membership in this Association, upon subscribing to the constitution and by-laws of this Association and payment of dues for the current year, and shall be entitled to all the rights, privileges and benefits of the Association. Applications shall be made on the form prescribed by the Executive Committee and shall be approved by the vote of a majority of the Executive Committee. None of the above qualifications shall change the status of any Active Member at this time.

Section 3. *ASSOCIATE MEMBERS*: Any registered pharmacist who does not have a proprietary interest in a drug store or pharmacy, any registered assistant pharmacist; pharmacy interne; educator; or any person of an allied profession or calling in the State of Maryland, of good moral character and professional standing, who shall have attained the age of twenty-one, shall be eligible to associate membership in this Association, upon subscribing to the constitution and by-laws of this Association and the payment of dues for the current year, and shall be entitled to all the rights, privileges and benefits of the Association, except the right to vote or hold office in the Association.

Section 4. *AFFILIATE MEMBERSHIP*: Any non-registered pharmacist in the State of Maryland or others who have a proprietary or managerial interest in a drug store or pharmacy; any owner, members of a corporation or executive of an allied business or calling in the State of Maryland, of good moral character and standing, who shall have attained the age of twenty-one, shall be eligible to affiliate membership in this Association, upon subscribing to the constitution and by-laws of this Association, and the payment of dues for the current year, and shall be entitled to all the rights, privileges and benefits of the Association, except the right to vote or hold office in the Association.

Section 5. *LIFE MEMBERSHIP*: Any active member who has paid at least twenty-five years continuous dues, may pay ten years current dues in advance to the Treasurer and shall be a life member. Life members shall have all the rights and privileges of active members, including the right to vote, but are not required to pay the annual dues, thereafter.

Section 6. *HONORARY MEMBERS*: Professional men, physicians, pharmacists, chemists, scientists and other persons of merit, not actively engaged in the practice of retail pharmacy, shall, upon the vote of 80% of the Executive Committee, be declared honorary members and shall be entitled to all the privileges of the other classes of members except the right to vote and to hold elective office. They shall not be required to pay annual dues.

ARTICLE IV.

OFFICERS AND EXECUTIVE COMMITTEE:

The Officers of this Association shall consist of a President, four Vice-Presidents, an Executive Secretary, a Treasurer, and an Executive Committee composed of representatives of five districts, and Baltimore City, comprising the State of Maryland. Originally, each district shall have representation based on two members on the Executive Committee for each of the five districts and three members for Baltimore City, regardless of store population After adoption of this Constitution, any of the five districts and Baltimore City shall be entitled to one extra member on the Executive Commitee on the basis of one member for every twenty-five dues paid members in the district or Baltimore City. Representation shall not exceed five members to the Executive Committee from any one district or Baltimore City.

District 1: Eastern Shore. To include the following counties: Caroline, Cecil, Dorchester, Kent, Queen Annes, Somerset, Talbot, Wicomico and Worcester.

District 2: Central. To include the following counties: Anne Arundel, Baltimore, Harford and Howard.

District 3: Southern. To include the following counties: Calvert, Charles, Montgomery, Prince Georges and St. Mary's.

District 4: Northern. To include the following counties: Carroll, Frederick and Washington.

District 5: Western. To include the following counties: Allegany and Garrett.

District 6: Baltimore City. To include the corporate city limits.

All officers of this Association except the Executive Secretary shall be elected annually by ballot, and shall hold office until their successors are elected and have qualified. The Executive Secretary shall be appointed by the Executive Committee, to serve and act during the term of said Executive Committee.

Ex-Officio members may be elected annually by ballot, to the Executive Committee because of the office they hold. Ex-Officio members to the Executive Committee shall not vote.

The President of the Association shall become a member of the Executive Committee for the year immediately following his term as president, and he shall serve as chairman of the Executive Committee during this period.

Article V.

AMENDMENT OF CONSTITUTION:

Every proposition to alter or amend this Constitution must be submitted in writing, and, after being read at a duly constituted meeting shall be referred to the Executive Committee, and lie over until the next annual meeting of the Association, when, upon receiving an affirmative vote of two-thirds of the members present, it shall become part of this Constitution.

Article VI.

QUORUM:

Twenty-five members shall constitute a quorum for the transaction of business.

BY-LAWS

Article I.

DUTIES OF THE PRESIDENT:

The President shall preside over all meetings of this Association; he shall decide all questions of order, subject, however, to an appeal. He shall appoint all committees, unless their appointment is otherwise ordered by the

Association and shall be ex-officio, a member of the Executive and each standing committee. He shall present at each annual meeting a report and shall make such suggestions as may seem to him suitable to promote the interest and better carry out the objects for which this Association has been organized. He shall authenticate all proceedings by his signature.

Article II.

DUTIES OF THE OFFICERS:

In the absence of the President, or his inability to act, his duties shall devolve upon the Vice-Presidents in their order of rank.

Article III.

DUTIES OF THE EXECUTIVE SECRETARY:

The Executive Secretary shall make and keep correct minutes of the proceedings and conduct all the correspondence of the Association. He shall be ex-officio, a member and Secretary of the Executive and each Standing Committee. He shall carefully preserve on file all reports and papers of every description, and it shall be his duty, under direction of the Executive Committee, to edit the Maryland Pharmacist, publish and distribute the Proceedings of the Association, countersign all orders upon the Treasury and shall be paid an annual salary of a sum to be determined by the Executive Committee.

Article IV.

DUTIES OF THE TREASURER:

The Treasurer shall collect and safely hold all dues and other funds belonging to the Association, to the order of the Executive Committee. He shall report to the Executive Committee the status of membership of the Association. He shall at each Executive Committee meeting render a statement of his accounts showing all income and expenditures. He shall at each annual meeting render a statement of his accounts to the Executive Committee for audit and report a copy of the same to the Association. He shall be ex-officio, a member of the Executive Committee. He shall keep a separate account for the monthly journal, charging all expenses and crediting all receipts, setting out this account separately in his annual report. He shall countersign all orders upon the Treasury.

Article V.

DUTIES OF THE EXECUTIVE COMMITTEE:

The property and affairs of the Association shall be managed by the Executive Committee, consisting of the President, the four Vice-Presidents, the Chairman, who is the immediate preceding president, and members representing the districts of the State as determined in the Constitution. To the extent that the corporation laws of this State permits, the Executive Committee shall be the governing body of the Association and shall have and be entitled to exercise all the power of the members. The Chairman and members at large of the Executive Committee shall be elected by ballot at the annual meeting of the Association and shall hold office until their successors are elected and have qualified. In case of resignation. removal or death of any member of the Executive Committee, the vacancy shall be filled by the remaining members of the Executive Committee, and the new committee member shall hold office until the election and qualification of his successor.

The Executive Committee shall meet at such times and places as the committee may determine. Special meetings of the Committee may be called at any time by the President or by a majority of the committee.

No member of the Executive Committee shall receive any compensation for his services as such.

Ten members of the Executive Committee shall constitute a quorum for the transaction of any business at any regular or special meeting of the Executive Committee.

ARTICLE VI

MEETINGS:

This Association shall hold its meetings annually at such time and place as the Executive Committee may name and shall give thirty days written notice thereof to the membership. Special meetings shall be called, upon the written application of ten members, directed to the President; said written application before being acted on must be submitted to the Board of Trustees, and receive the approval of a majority of said Board of Trustees, and at least fifteen days notice be given of the time, place and object of meeting in special session. Regional meetings may be held at such place as the President may designate which the officers and chairman of committees especially shall attend.

ARTICLE VII

BOARD OF TRUSTEES:

The officers of the Association shall constitute a Board of Trustees for the transaction of any business that may be intrusted to it.

ARTICLE VIII

FISCAL YEAR:

The fiscal year of this Association shall be the calendar year.

ARTICLE IX.

FINANCIAL ADMINISTRATION:

All checks or orders for payment of money shall be signed by such officer or officers as may, from time to time, be designated by the Executive Committee, provided such papers be signed by the Treasurer with the approval of the President or such other officer designated by the President.

All other contracts, obligations and documents of all kinds shall be executed by the President, whose signature shall be witnessed by the Secretary after approval, shall first have been given by the Executive Committee and shall include such signature or signatures of officers as may be required or designated by the Executive Committee.

All active and affiliate members in order to maintain their status as members in good standing are required to pay dues in the amount of Twenty-five dollars a year, payable January 1st of each year, in advance.

Two dollars of each active and affiliate members dues collected shall be earmarked for "Kelly Memorial Building Maintenance, Only."

All Associate members in order to maintain their status as members in good standing are required to pay dues in the amount of Five dollars a year, payable January 1st of each year, in advance.

Any member, whose dues shall be in arrears for one year shall, after due notification from the Treasurer, lose his rights as a member.

The Executive Secretary and Treasurer shall each receive a salary in such amount as the Executive Committee may determine for his services.

An annual audit shall be prepared by a certified public accountant, who has been approved by the Executive Committee, at the close of business on May 31st each year. A full and true report of the annual audit shall be given at the annual meeting of the Association.

Article X.

ORDER OF BUSINESS:

The Executive Committee shall furnish the order of business for each regular and annual meeting and shall furnish the Executive Secretary a draft of progress at least thirty days before the date of such meetings.

Article XI.

APPOINTMENT TO STATE BOARD OF PHARMACY:

A list of members of the Association, in good standing, being skilled and competent pharmacists who have had at least five years active pharmaceutical experience in compounding and dispensing physician's prescriptions, shall be submitted by the executive committee to the nominating committee, which latter named committee shall recommend at the annual meeting of the Association, a list of three eligible members for each vacancy to be filled by appointment of the Governor of the State of Maryland to the Maryland Board of Pharmacy. None of the candidates may be connected with the School of Pharmacy, either as a teacher, instructor, or a member of the Board of Trustees. The Board of Pharmacy shall consist of two members of the City of Baltimore, two members of the Counties of the State, and one member of either the City of Baltimore or the Counties of the State. The appointment shall be for a period of five years. In case of any vacancy or vacancies, whether from expiration of term, resignation, death or otherwise, the Governor shall appoint a successor from a list of Pharmacists of three times the number of vacancies to be filled, said list to be submitted by the Maryland Pharmaceutical Association. The said Commissioners shall, after notification of their appointment each subscribe to the oath prescribed by the Constitution of the State of Maryland and shall hold office until the appointment and qualification of his successor.

Article XII.

STANDING AND SPECIAL COMMITTEES:

The following Standing Committees shall be appointed annually by the President and approved by the Executive Committee:

1. Social Committee
2. Building Committee
3. Trade Relations Committee
4. School of Pharmacy Committee
5. Professional Relations Committee
6. Legislative Committee
7. Membership Committee
8. Finance Committee

9. Auditing Committee
10. Public Relations Committee
11. Fair Trade Committee
12. Publications Committee
13. Pharmacy Week Committee
14. Pharmacy Committee
15. Civil Defense Committee
16. Nominating Committee
17. Resolutions Committee

The President shall also appoint such other special committees as it may, from time to time deem necessary or advisable. The number of members serving on Standing and Special Committees and the duties and responsibilities of all committees shall be determined by the Executive Committee and a report of all committees shall be submitted in writing at regular, special or annual meetings of the members.

ARTICLE XIII.

TRAVELERS AUXILIARY:

Section 1. (Authorization) The Maryland Pharmaceutical Association hereby authorizes the organization of the Travelers' Auxiliary of the Maryland Pharmaceutical Association to be a permanent organization to aid in the entertainment of the Association.

Section 2. (Membership) Membership of the Auxiliary shall comprise all representatives who sell to the pharmacists and to the drug trade in general.

Section 3. (Dues) Each member of the Auxiliary shall pay seven dollars and fifty cents in annual dues to the Treasurer of the Auxiliary, or any designated amount.

Section 4. (Function) The Social Committee of the Maryland Pharmaceutical Association shall devise with the Travelers' Auxiliary in matters pertaining to the program of entertainment for the annual meeting of the Association.

Section 5. (Powers) The Travelers' Auxiliary and Social Committee of the Maryland Pharmaceutical Association shall have control of the entertainment features of the Maryland Pharmaceutical Association at its meetings.

ARTICLE XIV

LADIES AUXILIARY:

Section 1. (Authorization) The Maryland Pharmaceutical Association hereby authorizes the organization of the Ladies' Auxiliary of the Maryland Pharmaceutical Association to be a permanent organization to aid in the entertainment of the Association.

Section 2 (Membership) Membership of the Auxiliary shall comprise of wives of pharmacists, teachers and all representatives who sell to the pharmacists and to the drug trade in general.

Section 3. (Dues) Each member of the Ladies' Auxiliary shall pay two dollars in annual dues to the Treasurer of the Auxiliary, or any designated amount.

Section 4. (Function) The Social Committee of the Maryland Pharmaceutical Association shall devise with the Ladies' Auxiliary in matters pertaining to the program of entertainment for its annual meeting of the Association.

Section 5. (Powers) The Ladies' Auxiliary and the Social Committee of the Maryland Pharmaceutical Association shall have control of the entertainment features of the Maryland Pharmaceutical Association at its meetings.

ARTICLE XV

STUDENTS AUXILIARY:

Section 1. (Authorization) The Maryland Pharmaceutical Association hereby authorizes the organization of a Students' Auxiliary of the Maryland Pharmaceutical Association.

Section 2. (Membership) Under-graduate students who are members of the second, third, and fourth year classes, respectively, of the School of Pharmacy of the University of Maryland shall be eligible for active membership in the Students' Auxiliary.

Section 3. The Students' Auxiliary is hereby empowered to adopt a constitution and by-laws which constitution shall be approved by the Maryland Pharmaceutical Association before taking effect.

Section 4. The Students' Auxiliary is empowered to elect such officers and appoint such committees as provided for in the constitution and by-laws, including an Executive Committee. The President of the Maryland Pharmaceutical Association shall be a member ex-officio and without vote, of the Executive Committee of the Students' Auxiliary, and the President of the Students' Auxiliary shall be a member, ex-officio and without vote, of the Executive Committee of the Maryland Pharmaceutical Association.

Section 5. The Students' Auxiliary of the Maryland Pharmaceutical Association shall send three delegates to the annual convention of the Maryland Pharmaceutical Association, such delegates to be appointed in accordance with the by-laws.

Section 6. The members of the Students' Auxiliary of the Maryland Pharmaceutical Association shall be entitled to receive "The Maryland Pharmacist" for each month of the college year, upon the payment to the Publications Committee of the Maryland Pharmaceutical Association the sum of one dollar ($1.00) per member.

ARTICLE XVI

AMENDMENT OF BY-LAWS:

These By-Laws may be amended by the affirmative vote of two-thirds of the members in attendance, at any regular meeting of the members or a special meeting called for that purpose; provided that notice to members, in writing, of the proposed changes be given at least fifteen days before the meeting.

ARTICLE XVII

ORDER OF BUSINESS:

The Order of Business at the annual meeting and special meetings where appropriate shall be as follows:

1. Call to order
2. Roll Call

3. Reading of Minutes of Previous Meeting
4. Reading of Communications
5. Reports of Officers and Committees
6. Unfinished Business
7. Election of Members
8. New Business including election of Officers and members at large of the Executive Committee.
9. Adjournment

ARTICLE XVIII

RULES OF ORDER:

Roberts Rules of Order shall prevail in the meetings of this Association.

CONSTITUTION AND BY-LAWS TRAVELERS' AUXILIARY MARYLAND PHARMACEUTICAL ASSOCIATION

(T. A. M. P. A.)

Effective as of October 6th, 1951

Preamble

In acordance with the authority contained in Section 1, Article XIII, of the Constitution and By-Laws of the Maryland Pharmaceutical Association, this organization shall be known as the Travelers' Auxiliary of the Maryland Pharmaceutical Association.

ARTICLE I.

The object of this Association shall be to co-operate with the Maryland Pharmaceutical Association in promoting the general welfare of the drug trade and assist in providing entertainment at the Annual Convention.

ARTICLE II.

This Association shall meet regularly on the FIRST Saturday of each month unless otherwise ordered by a two-thirds vote of members present.

The ANNUAL meeting shall be held during the time and at the place of the Annual Convention of the Maryland Pharmaceutical Association.

ARTICLE III.

EXECUTIVE OFFICERS

The Governing Body of this Association shall be composed of Active Members only and shall consist of a PRESIDENT, FIRST VICE-PRESIDENT, SECOND VICE-PRESIDENT, THIRD VICE-PRESIDENT, SECRETARY-TREASURER, ASSISTANT SECRETARY-TREASURER, a Board of Directors consisting of nine members and the IMMEDIATE Past President who shall act as Chairman of the Board.

ARTICLE IV.

All officers of this Association shall be elected annually at our meeting which shall be held during the time of the Annual Convention of the Maryland Pharmaceutical Association. The PRESIDENT, FIRST VICE-PRESIDENT, SECOND VICE-PRESIDENT, THIRD VICE-PRESIDENT, shall be elected for a term of one year, SECRETARY-TREASURER for a term of one year, and the ASSISTANT SECRETARY-TREASURER for a term of one year

In the event of any officer not being able to perform any duties pertaining to his office, each following officer will perform the duties of the next highest office until the next Annual Convention. Three DIRECTORS shall be elected for a term of three years each.

The candidates for President, First Vice-President, Second Vice-President, Third Vice-President, Secretary-Treasurer, Assistant Secretary-Treasurer receiving a majority of votes cast shall be declared elected to their respective office.

The three candidates for Directors receiving the largest number of votes cast shall be elected as Directors.

Article V.

The PAST PRESIDENTS shall constitute a permanent group to be known as the ADVISORY COMMITTEE.

Article VI.

This Association shall consist of ACTIVE MEMBERS, ASSOCIATE MEMBERS and HONORARY MEMBERS.

Article VII

Thirty members (ACTIVE) shall constitute a quorum for the transaction of business.

Article VIII

These By-Laws may be suspended at any regular meeting of the Association by a unanimous vote of the members present. Amendments to the By-Laws may be proposed at any session, in writing, and voted upon at the next regular meeting and may be accepted or rejected by a two-thirds vote of the ACTIVE members present.

Article IX.

Honorary President

To be elected at Annual Meeting for a term of one year.

BY-LAWS

SECTION I.

Duties of Officers and Committees.

PRESIDENT—It shall be the duties of the President to preside at all meetings of the Association and its Governing Body and to perform such other duties as ordinarily pertain to his office. He shall also call a meeting of the Chairmen of the various committees at least twice a year.

VICE-PRESIDENTS—In the absence of the President, or his inability to act, his duties shall devolve upon the Vice-Presidents in the order of their rank.

SECRETARY-TREASURER and/or ASSISTANT SECRETARY-TREASURER—It shall be the duties of the Secretary-Treasurer and/or Assistant Secretary-Treasurer to keep a record of all proceedings and finances of the Association. They shall make a complete report, in writing, at the first regular meeting following the Annual Convention. They shall deposit all funds in the name of the Association in a bank acceptable to Governing Body.

All checks must be signed by the President and Secretary-Treasurer, or the President and the Assistant Secretary-Treasurer or by the Secretary-Treasurer and Assistant Secretary-Treasurer.

GOVERNING BODY—This Body shall be charged with the transaction of all business not covered specifically by these By-Laws and shall hold a monthly meeting or oftener at the discretion of the President to transact any necessary business and to hear the detailed report of the Secretary-Treasurer or the Assistant Secretary-Treasurer as to finances and membership, except during the month of August in which there is no activity.

SECTION II.

All officers shall assume the duties of the offices to which they are elected at the first regular meeting following their election. At this meeting the President shall appoint the following PRINCIPAL and STANDING committees (except AUDITING and NOMINATING, which shall be appointed at the meeting prior to the ANNUAL meeting) and any others deemed necessary.

ATTENDANCE
CUSTODIAN
LUNCHEON
THE MARYLAND PHARMACIST
MEMBERSHIP
PROGRAM
PUBLICITY
WELFARE

SECTION III.

Duties of Committees.

Chairman of each Committee shall call a Meeting of his Committee members at least twice a year and shall submit a report to the President.

ATTENDANCE—It shall be the duties of this committee to promote attendance at all meetings.

AUDITING—This committee shall consist of three Past Presidents whose duties it shall be to audit the books annually and submit a written report.

LUNCHEON—This committee shall arrange all menus for regular meetings, shall sell tickets at the door, see that all present are being served and distribute all prizes.

THE MARYLAND PHARMACIST—It shall be the duties of this committee to cooperate with the Editor of the Maryland Pharmacist in supplying information, news of interest, activities of the T.A.M.P.A. Such information to be in the hands of the M.P.A. Editor not later than the Monday following the Saturday of the regular monthly Meeting.

MEMBERSHIP—This committee shall thoroughly investigate the character of all applicants.

NOMINATING—This committee shall consist of three immediate Past Presidents, whose duties it shall be to suggest a complete roster of officers to be elected at the ANNUAL Meeting. This roster to be presented when called for by the President. Additional nominations may be made from the floor.

PROGRAM—This committee shall arrange all programs for all regular meetings.

PUBLICITY—It shall be the duties of this committee to furnish news of our activities to the press or any other medium.

CUSTODIAN—It shall be the duties of this committee to see that an American Flag and T.A.M.P.A. Banner is available and displayed at all meetings and to protect any equipment of the Association.

WELFARE AND SICK—It shall be the duties of this committee to call on the sick and make a report at each regular meeting, and also render any assistance within the power of the Association.

ADVISORY—This committee shall act at the request of the President.

SECTION IV.

Membership.

Active membership in this Association shall be limited to men calling on the Drug Trade, who are acceptable to the Governing Body of the Association.

Applications for membership shall be in writing on the prescribed form and endorsed by two ACTIVE members and accompanied by one year's dues.

All applications or names of prospective applicants shall be handed the Secretary-Treasurer, who shall submit the name, firm represented and any other information to the Governing Body for their decision as to eligibility. This Body to submit its report to the membership committee for their investigation, they to report to the Secretary-Treasurer. If a favorable report is received the Secretary-Treasurer shall announce the name or names in his written communication to the membership for action at next regular meeting.

Upon acceptance by two-thirds vote of ACTIVE members present the person or persons whose name was acted upon shall be notified by the Secretary-Treasurer, in writing, of his election, and his name will be inscribed on the rolls of the Association.

This Association shall have the power to expel a member by a vote of two-thirds ACTIVE members present at a regular meeting, providing a trial is held for conduct against the best interests of the Association, but no person shall be expelled until he has been notified of the charges against him and given an opportunity to present his defense.

Associate Members

An Associate member of this Association shall be a member who by reason of change of occupation shall cease to qualify, in the opinion of the Governing Body, as an Active member but who desires to remain in the Association for its social contact. He will pay the regular dues but may not vote.

Honorary Members.

The Governing Body may nominate for Honorary membership, persons, who in their opinion have rendered such service to the Association as to deserve this recognition. All such nominations to be subject to election by a two-thirds vote of the membership present at a regular or Annual Meeting. Such membership to carry no voting privilege and also to be exempt from the annual dues.

Dues.

The annual dues of the members of this Association shall be seven dollars and fifty cents ($7.50) and shall be payable in advance on January first, of each year, and shall be considered in arrears, if not paid by the time of the Annual Convention, and such member shall be automatically dropped from the rolls. New members joining the Association after September first, dues are paid for the following year.

OFFICERS 1959
BALTIMORE METROPOLITAN PHARMACEUTICAL ASSOCIATION

President—HERMAN B. DRUKMAN
1st Vice President—GREGORY W. A. LEYKO
2nd Vice President—SAM A. GOLDSTEIN
3rd Vice President—JEROME J. CERMAK
4th Vice President—AARON M. LIBOWITZ
Secretary—JOSEPH COHEN
Secretary Emeritus—MELVILLE STRASBURGER
Treasurer—CHARLES E. SPIGELMIRE
Treasurer Emeritus—FRANK L. BLACK

EXECUTIVE COMMITTEE

Chairman—ALEXANDER J. OGRINZ, JR.

IRVING I. COHEN	Ex-Officio
MILTON A. FRIEDMAN	FRANCIS S. BALASSONE
EDWARD J. PASSARO	ALL PAST PRESIDENTS
MARIO SAMA	

CONSTITUTION AND BY-LAWS OF BALTIMORE METROPOLITAN PHARMACEUTICAL ASSOCIATION

AMENDED AND NAME CHANGED FROM BALTIMORE RETAIL DRUGGIST ASSOCIATION ON DECEMBER 5, 1957.

ARTICLE I

MEMBERSHIP

SECTION 1. Membership in the Association shall be divided into four classes: ACTIVE MEMBERS, LIFE MEMBERS, HONORARY MEMBERS, and ASSOCIATE MEMBERS.

(a)) ACTIVE MEMBERS: All registered Pharmacists who are or were actively engaged in the practice of retail pharmacy in Metropolitan Baltimore as owners of retail drug stores, are eligible to become active members. Applications shall be made on the form prescribed by the Executive Committee and shall be approved by the vote of a majority of the Active Members present at regular annual meetings or in the interim, by a majority vote of the Executive Committee. None of the above qualifications shall change the status of any Active Member at this time.

(b) LIFE MEMBERS: Any Active Member who has paid dues for fifteen years, may pay the sum of $100.00 to the Treasurer and shall be a Life Member and shall be presented with an appropriate certificate by the President. Life Members shall have all the rights and privileges of Active Members, including the right to vote, but are not required to pay the annual dues, thereafter.

(c) HONORARY MEMBERS: Professional men, physicians, pharmacists, chemists, scientists and other persons of merit, not actively engaged in the practice of retail pharmacy, shall, upon the vote of 80% of the Executive Committee, be declared Honorary Members and shall be entitled to all the privileges of the other classes of members except the right to vote and to hold elective office. They shall not be required to pay annual dues.

(d) ASSOCIATE MEMBERS: Any Pharmacist or other person actively engaged in industries allied to the profession, who do not meet qualifications of Active Membership, may by paying such dues as determined by the Executive Committee be eligible to all rights and privileges of the Association, except to vote and hold office.

MEETINGS

SECTION 2. MEETINGS:

(a) ANNUAL MEETINGS: The annual meeting of the members for the election of officers and members of the Executive Committee of the Association and for the transaction of any other business that may be before the meeting shall be held in December of each year in the City of Baltimore at a time and place designated by the Executive Committee.

(b) SPECIAL MEETINGS: The Special Meetings of the members may be called by the President or a majority of the Executive Committee, upon five days written notice. Petitions requesting special meetings, signed by not less than twenty-five active members, addressed to the President, shall make it mandatory for such special meetings to be called.

SECTION 3. QUORUM: Twenty-five members who are entitled to vote shall constitute a quorum for the transaction of any business at any annual or special meeting.

ARTICLE II

EXECUTIVE COMMITTEE

SECTION 1. The property and affairs of the Association shall be managed by the Executive Committee consisting of ten members; the President, the four Vice-Presidents, the Chairman, (the immediate preceding President) and four members at large. To the extent that the Corporation Laws of this State permit, the Executive Committee shall be the governing body of the Association and shall have, and be entitled to exercise, all the powers of the members. The Chairman and members at large of the Executive Committee shall be elected by ballot at the annual meeting of the Association, and shall hold office until their successors are elected and have qualified. In case of resignation, removal or death of any member of the Executive Committee, the vacancy shall be filled by the remaining members of the Executive Committee, and the new Committe member shall hold office until the election and qualification of his successor.

SECTION 2. The Executive Committee shall meet at such times and places as the Committee may determine. Special meetings of the Committee may be called at any time by the President or by a majority of the Committee.

SECTION 3. No member of the Executive Committee shall receive any compensation for his services as such.

SECTION 4. Six members of the Executive Committee shall constitute a quorum for the transaction of any business at any regular or special meeting of the Executive Committee, except as provided for in Article I, Section 1, paragraph (c).

Article III

OFFICERS

Section 1. The officers of the Association shall consist of a President, four Vice-Presidents, a Secretary and a Treasurer. Such officers shall be elected by the Active and Life Members at the regular annual meeting, and shall hold office for one year or until their successors are elected and qualified.

Section 2. The Executive Committee may, from time to time, appoint such other officers and agents with such powers and duties as the Committee may deem advisable.

Section 3. Any vacancy in any office shall be filled by majority vote of the Executive Committee.

Section 4. Any officer, or employee, may be removed at any time with cause by the affirmative vote of a majority of the Executive Committee or by any superior officer upon whom such power of removal may have been conferred by the Executive Committee, and such action shall be conclusive upon the officer or employee so removed.

Section 5. The officers shall perform such duties as may, from time to time, be designated by the Executive Committee.

Article IV

OFFICIAL SEAL

The official seal of the Association shall be inscribed thereon the name of the Corporation and the words "Incorporated 1958 Maryland."

Article V

FINANCIAL ADMINISTRATION

Section. 1.

(a) All checks or orders for payment of money shall be signed by such officer or officers as may, from time to time, be designated by the Executive Committee provided such papers be signed by the Treasurer, with the approval of the President or such other officer designated by the President.

(b) All other contracts, obligations and documents of all kinds shall be executed by the President, whose signature shall be witnessed by the Secretary, after approval shall first have been given by the Executive Committee and shall include such signature or signatures of other officers as may be required and designated by the Executive Committee.

Section 2. The fiscal year of the Association shall be the calendar year.

Section 3. All Active Members, in order to maintain their status as Active Members, are required to pay dues in the amount of $10.00 per year payable on January 1st of each year, in advance. Any Active Member who is in default in the payment of his annual dues for one year shall automatically cease to be an Active Member of the Association.

Section 4. The Secretary and Treasurer shall each receive a salary in such amount as the Executive Committee may determine, for his services.

Section 5. A full and true statement of the affairs of the Association shall be submitted at the annual meeting of the members, and filed within twenty days thereafter at the principal office of the Association.

ARTICLE VI

STANDING COMMITTEES

Section 1. The following standing committees shall be appointed annually by the President, and the President shall be a member ex-officio of all such committees:

1. Social Committee.
2. Pharmacy Committee
3. Building Committee
4. Publicity Committee
5. Membership Committee
6. Committee on Attendance and Arranging Meetings
7. Ethical Practices Committee
8. Committee on Professional and Public Relations
9. Civil Defense Committee
10. Legislative Committee
11. Prescription Survey Committee
12. Good and Welfare Committee
13. Auditing Committee

The Executive Committee may also appoint such other special Committees as it, from time to time, may deem necessary or advisable.

The number of members serving on standing and special committees and the duties and responsibilities of all committees shall be determined by the Executive Committee, and a report of all committees shall be submitted, in writing, at the annual meeting of members.

ARTICLE VII

AMENDMENTS

These By-Laws may be amended by the affirmative vote of two-thirds of the members in attendance, at any regular meeting of the members or a special meeting called for that purpose; provided that notice to members, in writing, of the proposed changes be given at least fifteen days before the meeting.

ARTICLE VIII

ORDER OF BUSINESS

The order of business at the annual meeting and special meetings, where appropriate, shall be as follows:

1. Call to order
2. Roll call
3. Reading of minutes of previous meeting
4. Reading of communications
5. Reports of officers and committees
6. Unfinished business
7. Election of members
8. New business, including election of officers and members at large of the Executive Committee; and
9. Adjournment.

REGISTERED PHARMACISTS IN MARYLAND

The following list of Registered Pharmacists is furnished by and with the authority of the Maryland Board of Pharmacy, and every care has been taken to make the list accurate in every detail. However, should any errors be noted, please notify the Secretary of the Maryland Board of Pharmacy, 301 West Preston Street, Baltimore, Maryland.

A

Aarons, Hillel R.
Aaronson, Alfred I.
Abarbanel, Judith
Aberbanel, Morton
Abelsky, Abraham
Abelson, Abraham A.
Abrahams, C. S.
Abrahams, N. H.
Abrams, Marvin H.
Abrams, Lawrence M.
Abrams, Rosalie G.
Abramson, Aaron
Abramson, Alfred
Abramson, Daniel J.
Abramowitz, Manuel
Abramowitz, Robt. N.
Aceto, Mario D. G.
Adams, Embray E.
Adams, James H.
Adamson, Robert W.
Adelson, Morton J.
Adkins, Robert T.
Albert, Ada Celeste
Albert, Irvin J.
Albrecht, Walter E.
Albrecht, William F.
Aldrich, Clayton B.
Alessi, Alfred Henry
Alessi, Edward J.
Alexander, Horace L.
Alexander, Latimer B.
Alexander, Lydia B.
Alexander, T. W.
Alexander, Wm. A.
Allaband, Edgar R.
Allen, Anthony, III
Allen, Benjamin F.
Allen, E. B.
Allen, Claris M.
Alliker, Morris J.
Alpern, Elwin H.
Amarant, Emil
Amoia, Henry
Anders, W. Raymond
Anderson, B. W.
Anderson, Chas. D.
Anderson, Chas. R.
Anderson, J. Erroll
Anderson, Solon Lee
Andrews, Marvin J.
Angster, Jerome
Angorn, Richard A.
Anoff, Bernard
Ansell, Max S
Anshell, Marvin
Anstine, Clarence L.
Anthony, Arthur F.
Anthony, John P.
Apitz, Fred W.
Appel, William J.
Applestein, Frank
Applestein, Harry A.
Arapian, Ansel G.
Arch, Edward K.
Archambault, Paul J.
Archer, Fletcher W.
Archer, Theodore
Armstrong, Chas. L.
Aronson, Donald
Arrington, H. S.
Artigiani, Filiberto
Artsis, Morris
Asbill, J. Lewis
Ashbury, Howard E.
Ashby, James H.
Askey, Wilbur G.
Atlas, Harvey H.
Atwell, Daniel S., Jr.
August, Henry John
Aursliff, Carl
Austerlitz, John S.
Austraw, Geraldine L.
Austraw, H. H.
Austraw, Richard F.
Avedisian, Paramaz
Avent, T. E.
Avinger, Noel S.
Avis, James L.
Axelrod, Stuart
Ayd, John Joseph
Ayd, Joseph M.
Aytes, Chester Ray

B

Baer, Philip C.
Bachman, Fenton L.
Bachrach, M. E.
Baer, Adolph
Bahr, Raymond D.
Baier, John Cletus
Baikstis, Anda A.
Bailey, Grafton D. P.
Bailey, Halcom S.
Bailone, Wm. A., Jr.
Bair, Schafer B.
Bakas, James A.
Baker, Daniel S.
Baker, G. F.
Baker, Harley E.
Baker, Israel
Baker, J. Elmer
Baker, William
Balassone, Francis S.
Balcerak, Eugene P.
Balcerzak, A. E.
Baldwin, G. Mitchell
Baldwin, James S.
Balje, Richard A.
Balliet, Woods D.
Balmert, Clemens A.
Balotin, Louis Leon
Baltz, George E.
Bambrick, Vincent C.
Bank, Albert
Bankard, Jesse C.
Barbacoff, Alec
Barcus, Glenn W.
Barke, Daniel S.
Barke, Sheldon Saul
Barker, C. W.
Barlow, Sara A. LeV.
Barlow, Robert J.
Barnes, Forrest P.
Barnett, Edward J.
Barnett, Ruth Ella
Barnett, William M.
Barnett, W. P.
Barnstein, Fred S.
Barnum, Charles W.
Barone, James A.
Baroti, Ethel
Barrett, A. G.
Barrett, Harvey W.
Barrett, Henry H.
Barrett, Sister Agatha
Barrett, William H.
Barrie, Louis C.
Barron, Frank R.
Barry, Wilbur Ford
Barshack, Irwin S.

Barshack, Jack
Barsky, Samuel
Bartlett, Fitz James
Barton, Cynthia LaL.
Bartoshesky, Louis H.
Basik, Harvey E.
*Basil, George C.
Bass, Benjamin
Bass, Harry
Bassett, Irving A.
Bastable, Edward J.
Batalion, Abraham L.
Batchison, Joseph C.
Batdorf, John B.
Batease, John Charles
Batie, A. Lester
*Batt, William H.
Bauer, John C.
Bayer, George
Baylus, Meyer Milby
Baylus, Joseph
Beal, Agnes A. K.
Beall, Clara
Beall, R. B.
Beall, W. W.
Beam, John H.
Beam, Merlin A.
Beatty, Annie K.
Beatty, Charles E.
Beck, Herbert
Beck, John G.
Beck, Samuel D.
Becker, Louis
Beckley, J. Harry
Bectem, C. H.
Beer, Donald Richard
Behrman, Bernard F.
Beistle, Mathew J.
Beitler, Ben
Beitler, Leonard
Belbot, Emma N.
Belford, Joseph
Bell, Abraham P.
Bell, David W., Jr.
Bell, Frank Kelly
Bell, L. J.
Bell, Raymond M.
Beller, John R.
Bellerman, L. A.
Bellis, Walter S.
Bellman, Frank A.
Belt, James F.
Bender, Maurice
Benfer, Benjamin D.
Benkovic, George J.
Bennett, C. W., Jr.
Bennett, Howard S.
Bennett, Lester Leroy
Bensel, Robert John
Benson, Charles M.
*Deceased

Bentheme, James A.
Benton, Luther B.
Bentz, William A.
Bercovici, Bernard S.
Bercovitz, Leon J.
Berger, Abraham A.
Berger, Alan Burton
Berger, George W.
Bergner, Samuel W.
Bergstein, Robert S.
Berkowich, Melvin I.
Berman, Abraham S.
Berman, Frederic T.
Berman, Gilbert S.
Berman, Maurice J.
Berman, Mitchell
Bernabo, Albert C.
Bernardini, Jose R.
Bernas, Albert Earl
Berngartt, Elmar B.
Bernhardt, Henry
Bernhardt, William
Bernstein, Alvin S.
Bernstein, Stanley
Berkowitz, Samuel
Berlanstein, Joseph
Berlin, Alvin
Berlin, Jerome
Bernstein, Edwin E.
Bernstein, Joseph C.
Bernstein, Nathan
Bernstein, Stanley
Berry, M. B.
Berry, Robert M., Jr.
Berryman, C. H.
Bettigole, Philip
Betts, A. Parran
Beyer, Jane
Bialek, Samuel M.
Bialek, Ted
Bickle, John C.
Bickel, Louis M.
Biggs, John Gregory
Billian, Bernard
Binok, Edw. J.
Bierley, Roy Murray
Binau, A. M.
Binstock, Albert
Bishop, Davis N.
Bitner, Glen R.
Bixler, Richard S.
Black, Frank Linton
Blaine, Edw. I., Jr.
Blair, Ralph Diener
Blake, Andrew B.
Blankman, Albert J.
Blanquitte, Louis E.
Blatt, Harry F.
Blatt, Thomas H.
Blattstein, Flora

Blechman, Charles
Bleu, Barnett T.
Blitz, Louis
Block, Frank
Block, Jerome
Block, John Fred.
Block, Samuel
Bloom, Eli H.
Blough, Myron Earl
Blue, Barbara M.
Blum, Abraham
Blum, Joseph Sydney
Blum, M. B.
Blumberg, Eli T.
Blumson, Samuel S.
Bobbitt, Alex M.
Boden, Edwin
Boeder, Leo
Boellner, Otto K., Jr.
Boeren, John Gilbert
Boessel, Martin E.
Bogash, Philip
Boggan, Robt. F.
Bogen, Ellis B.
Boisfeuillet, Frank S.
Bomstein, Solomon
Bonanno, Placido A.
Bondareff, Erwin A.
Bookoff, Morris
Boone, John W. H.
Booth, Wm. H.
Borcherding, Wm. H.
Borenstein, Jack B.
Borgatti, Richard J.
Borland, Hugh Kelly
Bortnick, Morris H.
Bosch, Charlotte T.
Bosch, Noel J.
Bosserman, Charles
Bourne, Benjamin P.
Bower, Edwin L.
Bower, Martin R.
Bowers, Wm. W.
Bowie, Allen H.
Bowman, A. E.
Boyce, M. H., Jr.
Boyd, Carville B.
Boyd, George W. F.
Boyd, Wm. Merton
Boyer, Gary H.
Boyer, Ralph Lewis
Bowen, Curtis A.
Bowles, Adam J.
Braden, Walter Buel
Braden, Wayne Ansel
Bradford, J. Henry
Bradford, Melville L.
Bradley, Frank H.

Bradley, Theron R.
Bradstock, Alden, Jr.
Brady, Robert Wilson
Bragonier, James
Brager, Stanley S.
Brager, Stuart H.
Brahen, Leonard S.
Brambaugh, Benj. B.
Bramble, Henry S.
Bransky, Jos. M.
Brant, Robert E.
Brashears, Charles L.
Bratten, Blanche R.
Bratten, E. H.
Braude, Monique C.
Braunstein, I. M.
Bray, Edmond H.
Bray, William M.
Brazius, Joseph V.
Brenner, Joseph
Brenton, Walter
Breslin, Frederick W.
Bress, Jerrold F.
Bretler, Herman B.
Brickman, Hilliard
Bridges, William S.
Briele, Henry A.
Briggs, P. M.
Brickman, Allen G.
Brill, Maurice Erwin
Brill, Michael M.
Bringenberg, John G.
Brining, Benton
Brinkley, Guy O.
Brinkmann, Fred E.
Brinsfield, Jay Royce
Brinsfield, Wm. S.
Briody, Elizabeth M.
Bristow, Wm. Brooks
Britcher, Frank N.
Broadbelt, J. Edw.
Brocani, Francis J.
Brodie, Stanley Alan
Brodsky, E. M.
Brodt, Dan Pendelton
Broe, James A.
Bronstein, Miriam S.
Bronstein, Myer
Brooks, Florence G.
Brooks, George R.
Brooks, Jean Louise
Brooks, Louis
Brooks, Robert A.
Browdy, Emanuel
Brown, Chas. Wesley
Brown, David N.
Brown, Douglas W.
Brown, Harold K.
Brown, Joseph K.
Brown, J. W.
Brown, Lewis L., Jr.
Brown, Sidney J.
Brown, Samuel
Brown, Thomas C.
Brownstein, H. S.
Brownstein, Milton J.
Brune, Richard C.
Brunner, George L.
Brunier, George F.
Brunnett, William L.
Brunson, Gerald N.
Bryan, Carroll L.
Bryan, Ralph H.
Budacz, Frank M.
Budacz, P. Thomas
Buchanan, G. Hayes
Buck, Robert L.
Buckman, Frank W.
Bulger, Willard Lane
Bunting, George A.
Buongiorno, Ernest
Buppert, Hobart C.
Burgee, Sydney L., Jr.
Burgess, Samuel
Burgess, Ella N.
Burka, Leon H.
Burke, George J.
Burke, John V.
Burke, Lawrence A.
Burkholder, Ralph E.
Burnett, Benjamin E.
Burns, Herbert J., Jr.
Burros, Stanton
Burrows, Roscoe T.
Burrows, Dudley A.
Burriss, Morris
Burton, Ed. Thomas
Buschman, W. G.
Butler, F. J.
Butler, Henry Milton
Butler, J. E.
Butler, Maybelle L.
Butler, Richord A.
Butsch, John L.
Butt, Frederick D.
Buxton, G. F.
Byers, M. L.

C

Cahn, Albert M.
Caldwell, Eben S.
Caldwell, John R.
Caldwell, Lee A.
Call, Tracey Gillette
Callan, H.
Calmen, Elmon H.
Cameron, Simon H.H.
Campbell, Thomas W.
Campbell, Wm. D.
Cannon, William N.
Cansey, Henry D.
Caplan, Bernard S.
Caplan, Milton
Caplan, Clarence C.
Caplan, Clarice
Caplan, Robert M.
Carlson, David R.
Carlson, Joe Mark
Carofano, Edward
Card, Nathan C.
Careney, Wm. F.
Carey, Alford R.
Carey, L. B.
Carleton, Henry L.
Carlin, Henry P.
Carmel, Harry Louis
Carmel, Joseph
Carnevale, Joseph A.
Carney, Harry G.
Carouge, Gilbert M.
Carouge, Wm., Jr.
Carr, Chas. Jelleff
Carroll, J. M.
Carson, James O.
Carson, William C.
Carter, Paul M.
Carter, Russell E.
Carton, Frieda
Caruso, Ugo F.
Carver, Dorothy Kent
Carver, Renzo S., Jr.
Casey, Patrick H.
Cassidy, Elizabeth C.
Catlett, Ollie Edwin
Cauffman, Edwin C.
Cavacos, Andrew T.
Cavallaro, Joseph W.
Celler, Maximilian
Celozzi, Matthew J.
Cermak, Bertha M.
Cermak, Jerome J.
Chack, Eli S.
Chack, Morton S.
Chagnon, Charles E.
Chalfont, Eugene E.
Chalk, James A., Sr.
Chan, Pearl
Chance, Albert A.
Chandler, N. W.
Chandler, W. Willard
Chankin, Norman
Chapman, C. B.
Chatlin, Gerald M.
Chatkin, Robert

Chatkin, William C.
Chavous, Clarence N.
Checcone, Gene L.
Cherepow, John A.
Cherney, Louis
Cherricks, Robt. V.
Cherry, Bernard
Chertkof, Freida
Chertkoff, Marvin J.
Cheslow, Nathan L.
Chick, Stephen
Chidester, Clay C.
Chilcoat, George O.
Chilton, Monroe Ira
Chipley, Albert Lee
Chipley, C. E.
Chodnicki, Marion R.
Chow, Jean
Christopher, Joseph
Chupnick, David
Chyatte, Eli Isaac
Citrenbaum, Morris
Claire, S. S.
Claney, William J.
Clapp, Clarence
Clark, Frank Black
Clark, William A.
Clarke, David C.
Clarke, Sister Mary Carmel
Clarke, Thomas, Jr.
Clay, William H.
Claybaugh, Springer
Clayman, David S.
Clayton, Guy W.
Clements, Francis J.
Clements, John Wm.
Clerget, Lyle L.
Cline, Harvey E.
Clinger, William T.
Clyman, Sidney Gary
Coakley, Andrew J.
Cobots, Jeanette
Cockey, Charles
Codd, Francis I.
Coffman, Chas. W.
Cohan, Nath. Tolbert
Cohen, Abraham N.
Cohen, Archie R.
Cohen, Arthur S.
Cohen, Benjamin
Cohen, Bernard C.
Cohen, Bernard I.
Cohen, Bernard J.
Cohen, Estelle G.
Cohen, Gerald Ivan
Cohen, Gilbert
Cohen, Harry C.
Cohen, Harry I.
Cohen, Harry J.
Cohen, Hershel
Cohen, Irvin J.
Cohen, Irving
Cohen, Irving Isadore
Cohen, Isador M.
Cohen, Isidore
Cohen, Jack Ronald
Cohen, Jacob
Cohen, Joseph
Cohen, Joseph W.
Cohen, Jules
Cohen, Lawrence J.
Cohen, Louis James
Cohen, Maurice D.
Cohen, Max Hurston
Cohen, Morton B.
Cohen, Philip
Cohen, Ronald A.
Cohen, Samuel
Cohen, Samuel
Cohen, Samuel C.
Cohen, Samuel H.
Cohn, Alexander
Cohn, Edward
Cohn, Melvin
Cohn, Nathan
Colbert, Alberta C.
Colborn, Geo. W., Jr.
Colclough, John J.
Cole, B. Olive
Cole, S. Charles
Coleman, Mary Ann
Coleberg, Carl L.
Coleman, W. S. E.
Collier, George R.
Collier, Levin D.
Collier, Levin D., Jr.
Collins, C. W.
Collins, Clarence E.
Collins, Ernest W.
Collins, Hugh Fenton
Colston, Richard J.
Colucci, Nicholas Jos.
Colvin, Ralph
Combs, Joseph L., Jr.
Comegys, N.
Comer, Bernard V.
Connelly, Mary W.
Conner, Ashley P.
Connor, Edwin A.
Connor, William J.
Conrad, Chas. T., Jr.
Conrad, Marlene E.
Conradi, L. E.
Conroy, T. L.
Conway, George W.
Constantine, Chris G.
Contarsy, Simon
Cook, Frank E.
Cook, Herbert Clark
Cooley, William A.
Coombs, William D.
Cooper, Abraham S.
Cooper, H. H., Jr.
Cooper, Harold L.
Cooper, Howard E.
Cooper, James
Cooper, June Craven
Cooper, Morris
Cooper, Samuel J.
Copeland, Harry T.
Cooper, Nathan N.
Coplin, Louis I.
Corbin, L. Carroll
Corbin, Howard
Corbin, James L.
Corkle, Donald B.
Corn, Charles
Cornblatt, Edmond A.
Cornell, Fred. B., Jr.
Corrick, Lester S.
Cotlin, Joseph A.
Cottel, Joyce Adair
Cotter, Charles J.
Cousins, Walter H.
Covington, George W.
Cox, George T., Jr.
Cox, Percy P.
Cragg, James P., Jr.
Craig, B. H.
Craig, Charles P.
Craig, L. B.
Crandall, Chas. R.
Crane, Frank T.
Crane, Richard R.
Creamer, John J.
Creswell, Lee D.
Crispens, Gordon M.
Crispens, Warren E.
Crocamo, Ralph J.
Crofton, Wilbur E.
Cronehardt, J. C.
Cross, John Milton
Crowell, Thomas A.
Crunkleton, Chas. L.
Crystal, Howard
Cummings, Maurice
Cunzeman, John LeR., Jr.
Currey, Tracey A.
Currier, Calona Dail
Curtis, Alfred Duane
Custis, Daniel P.
Custis, Harry J., Jr.
Cwalina, Gustav E.
Czapiewski, Eugene
Czekaj, Leo M.

D

D'Adamo, Pasquale J.
Dagold, Donald J.
Daily, Louis J. E.
Daily, Martin A.
Daley, Wm. J., Jr.
Dalgarn, Ira N.
Dalinsky, Harry A.
Dalton, John F.
Damasiewicz, W. Jr.
Damazo, Herbert S.
Damico, Samuel
Dammeyer, C. F. W.
Dannettel, Frank E.
Danoff, Abe
Danziger, David Gerd
Darlington, R. G.
Daubon, Ramon L.
David, Alphonse S.
David, Irvin
Davidov, Arnold Lee
Davidov, Benjamin
Davidov, Hyman
Davidov, Louis
Davidov, Samuel
Davidov, Vivian S.
Davidson, Meyer
Davidson, Saul David
Davies, Burton T.
Davies, Donald W.
Davis, Adam, Jr.
Davis, Alfred L.
Davis, Edwin B.
Davis, Eugene H.
Davis, George A.
Davis, George A., Jr.
Davis, J. Edward
Davis, Lee H.
Davis, Louis D.
Davis, Paul E., Jr.
Davis, Rebecca H.
Davis, S. S.
Davis, Samuel
Davis, Sydney V.
Davis, William B.
Dawes, Thorpe T.
Dawson, George R.
Dawson, Harold M.
Dawson, Leroy O.
Dawson, Thomas C.
Day, Harold Lewis
Dayton, LeRoy E.
D'Ambrosio, J. E.
Dean, Cloyd Chas.
Deans, John
Debnam, George R.
DeBoy, John Michael
Debus, Albert
Decker, Allan Irwin
Dechter, Gerald Y.
Deems, John T., Jr.
DeGele, George Oscar
Deitch, Erwin
DeJulio, Luigi
Delcher, C. Rodgers
Delgado, Frank A.
Del Vecchio, Frank
Demarest, Dudley A.
Dembeck, Bern., Jr.
Dembeck, Walter D.
Dembiec, Walter J.
Dembo, Julius L.
DeMino, Leonard J.
Denhard, Frederick
Denhard, Fred
Denison, Macel M.
Denny, Lucy J.
Dent, F. J.
DeReeves, A. Eugene
Derickson, L. L., Jr.
Derr, Samuel
Derry, Harold T.
Devan, William
Dewing, Arthur A.M.
Dezenhall, Mervin B.
Diamond, Frank
Dickerson, Enoch W.
Dickinson, E. Newton
Dickinson, Harvey J.
Dickinson, James A.
Dickinson, William B.
Dickman, Arnold L.
Dickman, Hyman
Dickman, L. H.
Dickson, I. C.
Dickstein, Benjamin
Diener, Nelson G.
Diener, Samuel
Dietel, Hermon, Jr.
Dietrich, F. A.
Diering, W. L.
Dietrich, Jos. Wm.
Dichter, Jack C.
DiGiovine, John J.
DiGristine, Mary R.
Dinges, Frank C., Jr.
Dittrich, Theodore T.
Dittus, Richard H.
Doane, Allan H.
Dobropolski, A. J.
Dobrowolskyj, Myron
Dobson, H. Clay, Jr.
Dodd, Wm. Anthony
Dodson, C. M.
Dodson, Garland C.
Dolejs, Gerald T.
Dolgin, Daniel
Domsky, Bessie
Donahoe, Walter J. A.
Donaldson, John E.
Donato, Vincent F.
Donnet, John
Donohue, Frank J.
Doren, Gerald S.
Dorfman, Joseph Sol
Dorsch, Joseph U.
Dorsey, Frank
Dosch, Philip Paul
Doty, Elmer C.
Doty, Willard A.
Dou, A. M.
Doughrety, John H., Jr.
Dougherty, Leon P.
Douglas, J. Edward
Douglass, Dolores Z.
Dow, Harry
Downes, C. E.
Downs, Grant, Jr.
Downes, Samuel B.
Downey, Fred. W.
Downs, B. E.
Downs, C. D.
Doyle, John P.
Drabnis, A. J., Jr.
Drapkin, Leon I.
Drennen, James H.
Driskill, R. Hayes
Drukman, Herman B.
Dudley, F. E., Jr.
Dudley, James W.
Dreizen, Sidney
Dreyer, Frederick, Jr.
Driscoll, Raymond F.
Dubner, Hillel
DuBois, Norman
Duda, Walter J.
Dudley, Helen S.
Dudley, N. S.
Dudley, S. C.
Duffey, Roger Wm.
Duffy, Arthur L.
Duffy, William T.
Dugan, Frederick P.
Dugan, Walter C.
Dukes, L. Reyner
Dull, Joseph E.
DuGoff, Albert M.
Dunbar, Ruth
Duncan, Chester A.
Dunkel, Lawrence
Dunker, Melvin F.W.
Dunn, Charles G.
Dunning, H. A. B.

Dunning, James W.
Durding, Anna T.
Durding, B. T.
Durding, I. B.
Durm, Noel Elton
Dvorak, Geo. James
Dyott, William H.

E

Eagle, Philip T.
Eakle, Roy S.
Earhart, J. H. F.
Earle, Franklin W.
Eason, Frederick B.
Easton, James O., Jr.
Eberhardt, L. G.
Eckhardt, Henry
Edelen, James Adrian
Edell, Marvin L.
Edelstein, J. Horace
Edenfield, Charles H.
Edlavitch, Sam
Edmonds, Edmund H.
Edmunds, Irland
Edwards, James D.
Edwards, Paul H.
Edwards, Victor R.
Edwards, William F.
Edwards, W. K.
Edwards, Stanley E.
Efros, Ida
Eger, W. M.
Ehudin, Herbert
Eichberg, Daniel M.
Eichelberger, H. L.
Eichelberger, M. F.
*Eichert, Herbert
Eidelman, Nathan
Einbinder, Sylvan P.
Eise, Arthur H.
Eisen, Martin D.
Eisenberg, Edwin F.
Eisenberg, Harry H.
Eisenberg, Louis
Eisman, Morris J.
Elderdice, W. J.
Eldredge, William P.
*Eldridge, Arthur C.
Eldridge, Warren P.
Elgin, Arthur G.
Elizondo, Cesar M.
Ellerin, Albert A.
Elliott, Mrs. C. V.
Elliott, Donald B., Jr.
Elliott, Paul Prag
Elliott, T. C.
Ellis, Lawrence Cash
Elsberg, Milton L.
Elwyn, Harold M.
Emery, Roy Fred
Emison, James Mack
Emory, Thomas B.
Endo, Kikuo R.
Engberg, John Jos.
Engel, Ralph
Englander, C. W.
Enten, Harry
Enterline, Jo Anne S.
Epley, William
Epstein, Arnold
Epstein, Irwin B.
Ernst, Myrle P.
Ervin, J. Dallas
Eshleman, Joseph M.
Essers, C. W. A.
Estwick, Bertram M.
Esslinger, Edward C.
Esslinger, Edwin W.
Esslinger, Richard I.
Esslinger, Robert R.
Esterson, Nimrod E.
Etchinson, Garrett W.
Etzler, S. Alvin
Etzler, Edward A.
Eubanks, John V.
Evald, Gunnar N. G
Evans, Frank Barton
Evans, W. J.
Evans, W. Roland
Evans, M. J.
Ewell, A. Webster
Ewell, O. B. B.
Exler, Samuel H.
Eybs, Earl Francis
Eyler, Maurice E.

F

Fadgen, Michael J.
Fahrney, Frederick W.
Fahrney, G. Fred
Fainberg, Alvin Jay
Fainberg, Edward
Fairey, Edison A.
Falck, James Stanley
Farrow, Charles K.
Farrow, J. Harry
Faulkner, Ellis E.
Fauss, Albert L., Jr.
Fazenbaker, Ed. A.
Fedder, Donald O.
Fedder, Eli
Federman, John J.
Federman, R. H.
Fee, George Thomas
Fee, John Samuel
Fehler, Alfred
Fehsenfeld, H. W.
Feingold, Charles
Feinstein, Bernard S.
Feinstein, Isadore
Feit, Leon
Feldman, Charles W.
Feldman, David
Feldman, Edward
Feldman, Herbert
Feldman, Jack
Feldman, Leon H.
Feldman, Milton
Feldman, Milton H.
Feldman, Morris
Feldstein, Benjamin
Felicetti, Dominic
Felsenberg, S. Z.
Felts, Robert L.
Fennell, Theresa I.
Fenton, Paul T., Jr.
Feret, Julius W.
Ferguson, F. P.
Ferguson, Lebrow W.
Ferrante, D. A.
Fernsner, L. G.
Ferrin, Victor W.
Fertick, Albert A.
Fibus, David
Fields, Thomas E. R.
Fields, W. C.
Fiery, Frank P.
Fiery, Max J.
Fine, Ann Sue B.
Fine, Jerome L.
Fine, Morris A.
Fineman, Bill L.
Fineman, Jerome
Fink, Ellwood
Fink, Francis T.
Fink, Irvin
Fink, James A.
Finkelstein, Karl H.
Finney, Harriet Bell
Firnbacher, Fred S.
Fischer, I. M., Jr.
Fischer, E. Hamilton
Fishbein, William
Fisher, Arthur
Fisher, Delphia F. Jr.
Fisher, Donald V.
Fisher, Edward H.
Fisher, Joel N.
Fisher, Michael A.
Fisher, O. H.
Fisher, Philip E.
Fisher, William G.
Fishman, Alan D.
Fitez, George R.

*Deceased

Fitzgerald, John L.
Fitzsimmons, M. J.
Fitzsimmons, Sister Agnes
Flayhart, Walter F.
Fleisher, Harry
Flescher, Julius
Fletcher, J. Paul
Flom, Carl Joseph
Flom, Charles
Flom, Sidney Herbert
Floyd, Melvin L.
Foer, Raymond
Foer, Robert
Foerster, Fred
Fogg, Frank Emil
Folckemmer, C. W.
Foley, Wm. Thomas
Folus, Irvin H.
Fonke, F. W.
Ford, Robert Stewart
Ford, Samuel W.
Forien, William F.
Forman, Leonard Q.
Forman, Robert R.
Forrest, Charles W.
Forsyth, Allan R.
Forsyth, James H. Jr.
Forsythe, Dr. Hugh
Foster, Carroll P.
Foster, Russel C.
Fouch, Marshal S.
Fountain, Bernard L.
Fountain, Harold J.
Foust, John C.
Fowler, Esther Ellen
Fowler, Ruth Marie
Fowler, Thomas J.
Fox, Abraham
Fox, Marshall H.
Fox, Samuel
Fox, Samuel L.
Fox, Will N.
Foxman, Marvin Jay
Fraase, Erwin E.
Frailey, William A.
Frame, Tom L.
Frames, John H.
Frampton, L. N.
Francik, Joseph
Frank, Milton M.
Frankle, Harold N.
Franklin, Eugene H.
Franklin, I. Y.
Franks, Dolores
Franzone, Francis
Franzoni, F. R. Jr.
Fraser, Stanley F.
Frazer, Robert B.

*Deceased

Frazier, L. G.
Freed, Israel
Freed, Mayer N.
Freedenberg, Marvin
Freedman, Leonard
Freedom, A. G.
Freedman, Albert
Freedman, Hannah
Freedman, Max
Freeman, Emanuel G.
Freeman, Maysville J.
Freeman, W. Perry
Freeman, W. St. J.
Freidson, Morris
Freiman, Paul
Freiman, Joseph
Freitag, H. Homer
French, Wm. Henry
Frentz, Herman N.
Frey, Lewis Leslie
Fribush, Robert
Fribush, Sidney
Fried, Burton
Friedmann, Aaron J.
Friedman, Albert
Friedman, Albert J.
Friedman, Arnold M.
Friedman, Charles S.
Friedman, Gilbert I.
Friedman, Herbert
Friedman, Howard
Friedman, Irvin
Friedman, H. M.
Friedman, Jerome S.
Friedman, Julian M.
Friedman, Marvin A.
Friedman, Melvin
Friedman, Milton A.
Friedman, Nathan
Friedman, Nathan J.
Friedman, Samuel L.
Friedman, Saul B.
Friedman, Sheldon
Frierson, Ethan O.
Frieman, Jack
Friesen, Irvin A.
Frishberg, Kenneth
Frishman, Samuel E.
Frohman, Isaac
Frontera, Victoria R.
Frye, Wordley D.
Fuld, Manes E.
Full, David E., Sr.
Fuller, Albert Irwin
Fulmer, Verne R.
Fulton, David H.

Furbee, Arza
Futeral, Nathaniel
Futrovsky, Charles

G

Gaber, Jerome
Gaboff, Benjamin
Gadol, Ellis
Gaetz, Edward F.
Gagne, Joseph
Gagnon, Henry J., Jr.
Gagnon, Lester R.
Gaine, Jerome
Gakenheimer, Albert C.
Gakenheimer, H. E.
Gakenheimer, W. C.
Gallagher, Chas. T.
Galloway, Louis E.
Galley, Roland P.
Galperin, Irving O.
Galt, Jennie E.
Gann, Jack
Ganter, Chas. J. H.
Garache, Joseph J.
Garden J. Harry
Gardner, C. W.
Gardner, Michael F.
Gardnier, Robert H.
Garfinkel, Meyer
Garner, Elliott Quinn
Garner, Sister Mary Florence
Garrison, Frederic
Garrott, E. Mortimer
Gaskin, Patricia H.
Gass, Chas. B.
Gates, Earl A.
Gaver, Herman S.
Gaver, Paul G.
Gawthrop, Alfred J.
Gavlinski, John E.
Gazda, John Joseph
Gearhart, James H.
Geber, Isidor J.
Geesey, Alton Luther
Gehring, Otto
Geiger, Edward B.
Geiger, George B.
Geist, Gene N.
Gelb, Edward
Gelblum, Samuel
Gellman, Paul
Gelman, Martin S.
Gelrud, Jack
Gendason, Harry B.
*Gendason, Morris
Geoghegan, J. R., Jr.

George, Theodore
Geraghty, James T.
Gerber, David
Gergel, Stella F.
Gerlach, Alexander
German, J. W.
Gerstein, Charles
Geser, Alvin N.
Getka, Joseph F.
Getka, Milton S.
Gettleman, Harry
Getz, David B.
Giampietro, Vincent
Giannetto, Paul
Gibb, Thomas Edw.
Gibbs, Hiram H.
Gibbs, Jocelyn L.
Giffen, Robert C.
Gilbert, Theodore
Gilbertson, K. G.
Gildea, William J.
Giles, Emily Julia
Gilkeson, J. G.
Giller, Morris
Gillespir, Julian M.
Gilliece, Owen J.
Ginaitis, A. S.
Ginsberg, Samuel H.
Ginsberg, Benjamin
Ginsburg, B. H.
Ginsburg, Harry
Gissel, Elmer Andrew
Gitomer, Betty
Gitomer, David J.
Gitomer, Louis
Gittleson, Ralph L.
Gladstone, Charles F.
Glaeser, Henry J., Jr.
Glantz, Frank A.
Glascock, Arthur B.
Glaser, Abraham E.
Glaser, Louis Lester
Glashofer, Sidney
Glass, Abraham L.
Glass, Julius Albert
Glass, Louis J.
Glassband, Herman
Glassner, Frank
Gleiman, Irvin J.
Gleiman, Theodore
Glenn, William A.
Glenn, Matthew
Glennan, Harry E.
Glick, Harry
Glickman, Shirley M.
Glissmeyer, M H.
Glover, Douglas
Glover, Douglas D.
Gluck, Julius
Gluckstern, W. H.
Glushakow, Jacob
Goashgarian, Karekin
Goden, Stanley
Godfrey, John
Goldberg, Alvin
Goldberg, Harry Joel
Goldberg, Irving
Goldberg, Jack
Goldberg, Leonard
Goldberg, Marvin B.
Goldberg, Marvin H.
Goldberg, Milton
Goldberg, Victor
Golden, Leon E.
Goldfeder, Harold M.
Goldin, Harold H.
Golditch, Henry M.
Goldman, Abram
Goldman, Benjamin
Goldman, Harold K.
Goldman, Louis C.
Goldman, Sue C.
Goldsmith, A. R.
Goldsmith, Chester L.
Goldsmith, Fred E.
Goldsmith, Meyer
Goldstein, Albert
Goldstein, Burton J.
Goldstein, Eileen F.
Goldstein, Harold S.
Goldstein, Hyman
Goldstein, Isadore A.
Goldstein, Jack
Goldstein, Leon E.
Goldstein, Martin B.
Goldstein, Morris G.
Goldstein, Paul L.
Goldstein, Sam Alvin
Goldstein, Samuel W.
Goldstone, Herbert N.
Golob, Stanley Paul
Gomez, Joseph R.
Goodman, Daniel
Goodman, Howard
Goodman, Irvin
Goodman, Jerome E.
Goodman, Julius H.
Goodman, Leon
Goodman, Sylvan C.
Goodwill, Frank
Goran, Isadore
Gorban, Thomas
Gordon, Charles
Gordon, Joseph
Gordon, Jack B.
Gordon, Marvin
Gordon, Samuel
Gorfine, Bernard M.
Gordy, Howard Lee
Gottdiener, Elvin E.
Gottlieb, David M.
Gould, Clarendon L.
Gould, William M.
Gower, Earl F., Jr.
Grabowski, B. F.
Gradman, Lee H.
Grafius, Melba A.
Graham, Clarence D.
Graham, John A.
Graham, Joseph F.
Graham, Karl H.
Grant, Lawrence B.
Grant, Russell
Grau, Frank J.
Gray, James Herbert
Grebow, Aaron
Greco, Betty Jane H.
Greco, Salvatore J.
Green, Lyttleton S.
Green, Norman
Greenawalt, Wm. G.
Greenberg, Albert G.
Greenberg, Bertram
Greenberg, Harry
Greenberg, Harry L.
Greenberg, Harvey
Greenberg, Joseph
Greenberg, Leon
Greenberg, Morton
Greenberg, Paul R.
Greenberg, R. E.
Greenberg, S. W.
Greenblatt, Max
Greene, Morton A.
Greenfeld, David D.
Greenfeld, Jacob H.
Greenfield, Charles
Greenlee, G. B., Jr.
Greenspan, Louis
Gregg, Ernest J., Jr.
Greif, Daniel
Gresser, Isidor H.
Griesmer, Lloyd P.
Griffith, A. W.
Gregg, Thos. D.
Gregorek, Frank J.
Griggs, Walter G.
Grimm, Allen Orville
Groff, F. B.
Grogan, Francis A.
Grollman, Ellis
Grollman, Jaye J.
Gronert, Warren A.

Gross, Herbert S.
Gross, John Paul
Gross, Joseph B.
Gross, William
Grossman, Issac Wm.
Grossman, Benj. B.
Grote, Francis J.
Grothaus, David B. Jr.
Grove, Donald C.
Grubb, John E.
Grubbs, L. R.
Gruz, Nathan I.
Guild, Cecil E.
Gullett, David E. P.
Gumenick, Leonard
Gumm, Wilbur H., Jr.
Gump, Lyndon, J.
Gunby, Martin P.
Gunsallus, Jack Wm.
Gusman, Lawrence F.
Gutman, Isaac
Guy, John P.
*Gwinn, Charles N.

H

Haack, Clifford W.
Haase, Charles A.
Haase, Frederick, R.
Haase, John Henry
Haberstroh, A. R.
Hack, Morris B.
Hackett, Angela Rose
Hackett, Emma
Hadley, Tom R.
Haelbig, Franz L. A.
Hafelfinger, Fred. T.
Hagan, Frank C., Jr.
Hagan, John C.
Hager, Geo. P., Jr.
Hahn, William A.
Haith, J. W., Jr.
Hall, Edward T.
Hall, Frederick R.
Hall, Orlando G.
Hall, R. E. L.
Hall, William Walker
Haller, Harry N.
Halpern, Samuel M.
Hamback, Clifford I.
Hamberg, S. T.
Hamer, Marion S.
Hamill, James J.
Hamlin, K. E., Jr.

*Deceased

Hammer, Howell I.
Hammar, Vincent Coy
Hancock, Frank A.
Hancock, Herman F.
Handelman, Louis
Handelman, Mayer
Hankey, Lewis Carl
Hanks, C. Wm.
Hanks, C. W., Jr.
Hanna, William M.
Hansen, Herbert O.
Hansen, Herman F.
*Hantman, Harry H.
Hantman, Irvin
Haransky, David J.
Harbaugh, Arthur C.
Hardy, Henry C.
Hare, Cliffard A., Jr.
Hargis, William J.
Harner, Joseph W.
Harman, George B.
Harman, Rice B.
Harman, Richard T.
Harmatz, Irving J.
Harmon, Carl M.
Harmanson, F. J.
Harnish, Robt. A., Sr.
Harper, Henry M.
Harper, William S.
Harris, Morris
Harris, William C.
Harris, William S.
Harrison, Alice Emily
Harrison, John W.
Harrison, Philip W.
Harrison, William S.
Harrison, S. A. D.
Harriss, Gridley
Harrod, Howard M.
Hart, Jeremiah A.
Hart, Joseph
Hasenbalg, Ernest
Haskell, Marian
Hauer, Martin
Haugh, J. A.
Havranek, Robert E.
Hayes, Horace B.
Hayes, W. A., Jr.
Hayes, William B.
Haymaker, Frank B.
Hayman, Albin A.
Hayman, Thomas J.
Haynes, Marvin C.
Hayward, Luther B.
Hayward, Robert R.
Head, Wm. H. Jr.
Healy, Nathan S.
Heaps, Sprole W.

Heard, J. Mercer
Heck, Andrew
Heck, Leroy Savin
Hecker, David
Hecker, N. R.
Heer, Melvin L.
Heer, Wilmer J.
Heifetz, Carl Louis
Heilman, Gerald J.
Hein, Henry F.
Heinritz, Colen C.
Heinritz, June R.
Helgert, Ernest
Helinski, Donald R.
Heller, John Michael
Heller, Lawrence G.
Heller, William M.
*Helm, Emory G.
Helman, Max M.
Helmsen, Charles J.
Helmsen, Edward A.
Hempel, J. Frederick
Hendelberg, Isidore J.
Henderson, C. C. T.
Henderson, Chas. W.
Henderson, Ed. H.
Henderson, M. W.
Henderson, James A.
Henderson, U. K., Jr.
Hendin, Walter
Hendrix, Adlai M., Jr.
Heneson, Henry
Heneson, Irving J.
Henkel, Louis B., Jr.
Henning, Emil
Hensala, John David
Heritage, Harold G.
Henretty, F. J.
Henry, Emmanuel
Henry, Joseph E.
Henry, Ralph A.
Henry, Robert J.
Hens, Leonard Louis
Hergenrather, Louis, 3rd
Herold, Francis X.
Herman, H. Guy
Hermon, David
Herr, John
Herron, Charles S.
Hershman, Abram S.
Hershner, John F.
Herskowetz, Clara D.
Herter, Arthur C.
Hertz, Charles L.
Hertz, Selig S.
Hertzlich, Abraham

Hertzlich, Leonard
Herwod, Hilda R.
Hess, Nicholas A.
Hettleman, Milton L.
Hewing, Ada C.
Heyer, Ursula E.
Heyman, Bernard P.
Heyman, Bernice
Hickey, W. Hampton
Higger, Samuel F.
Higgins, Joseph C.
Higgon, Ellery E.
Highfield, Wm. Henry
Highkin, Sidney
Highstein, Benjamin
Highstein, Gustav
Hihn, John B., Jr.
Highkin, Manuel K.
Hileman, Emmet A.
Hilinski, Irene Leona
Hill, Eric B.
Hill, H. Phillip, Jr.
Hill, William Caulk
Hilliard, Milton E.
Hillman, Abraham S.
Hillman, Albert
Hillman, Gilbert
Hillman, Milton L.
Hirsch, Peter
Hirschowitz, R. J.
Hirt, Joseph
Hirt, Joseph
Hixon, W. D.
Hobensack, J. W.
Hocking, Harold J.
Hodge, William R.
Hodges, James E.
Hoff, David
Hoffeld, Henry Wm.
Hoffman, Asher
Hoffman, Harry
Hoffman, Harry L.
Hoffman, Howard
Hoffman, Sylvan A.
Hoke, W. A. B.
Holden, J. Frederick
Holen, Mitzie M.
Hollander, Sidney
Hollander, Sol
Holliday, Thomas D.
Hollingsworth, Jos.
Holmes, Everett J.
Holmes, Harold G.
Holt, Worthe S.
Holthaus, Robert W.
Holtschneider, D. W.
Homberg, Henry I.
Honkofsky, Jerome
Hood, Claude Black
Hoover, Lee F.
Hopkins, Carville B.
Hopkins, Charles H.
Hopkins, Donald
Hopkins, Harry B.
Hopkins, Howard C.
Hopkins, Murray L.
Horine, Amos M.
Horn, Philip C.
Hornacek, A. T.
Horne, Peyton N.
Hornsby, Beverly K.
Hornung, Herman G.
Horwitz, Isadore
Horwitz, Lois S.
Housekeeper, P. B.
Houser, Jacob W.
Houston, R. Emmit
Howard, Henry
Howard, S. B.
Howell, John F.
Howison, Irene S.
Hoy, Robert G.
Huddleston, Roy C.
Hudgins, J. C.
Hudon, Joseph C. A
Hudson, Hugh E.
Huffman, Rufus M.
Hughes, Henry W.
Hughes, Thomas S.
Hughes, Walter C.
Hughes, W. M.
Hulla, Joseph J.
Hulshoff, William J.
Hunt, Wm. H.
Hunter, Calvin L.
Hurd, George W.
Hurwitz, Abraham B.
Huston, Chas. Reese
Hutchinson, Wm. J.
Hutto, George F.
Hyde, Harry C.
Hyman, Paul

I

Ichniowski, D. A. K.
Ichniowski, Wm. M.
Ijams, P. A.
Imber, Doris
Imbierowicz, R. R.
Inghram, Fred A.
Irizarry, Ramon L.
Irving, Bruce L.
Irwin, James F.
Irwin, John P.
Isaac, Elias Jos.
Isaacson, Bernard S.
Isaacson, Charles
Isert, Charles H.
Itzoe, Andrew J.

J

Jackson, Charles C.
Jackson, Clifford P.
Jackson, John E.
Jackson, Marvin M.
Jackson, Walter V.
Jackson, William B., Jr.
Jackson, William J.
Jacobs, Corinne H.
Jacobs, Eugene
Jacobs, Harry
Jacobs, Louis
Jacobs, Warren H.
Jacobson, Lawrence
Jacobson, Samuel M.
Jaffe, Jonah J.
Jaminez, Lino J.
Jankiewicz, Alfred M.
Jankiewicz, Frank J.
Janousky, Nathan B.
Januszeski, Anna M.
Januszeski, F. J.
Japko, Albert M.
Jarosik, Emil, Jr.
Jarowski, Charles
Jarrett, W. R.
Jarvis, Charles L.
Jarvis, Harry C.
Jaslow, Marvin Ban
Jaslow, Morris M.
Jason, Lawrence
Jefferson, Elsie M.
Jenion, William R.
Jenkins, Edward
Jenkins, Milton O.
Jenkins, Arthur P.
Jenkins, Robert B.
Jeppi, Elizabeth V.
Jeppi, Samuel Patrick
Jernigan, John M., Jr.
Jernigan, Lane M.
Jesina, Carl Lee
Jester, J. Willard
Jester, Wilfred R.
Joffe, Albert
Johns, Basil P.
Johnson, Calvin E.
Johnson, Clyde G.
Johnson, Ernest Irvin
Johnson, Henry J.

Johnson, J. Hartley
Johnson, James Edw.
Johnson, James W., III
Johnson, James E.
Johnson, Jerome H.
Johnson, Jos. L.
Johnson, Jos. L., Jr.
Johnson, Kenneth B.
Johnson, Margaret E.
Johnson, Norman M.
Johnson, Orton A.
Johnson, Otis LeRoy
Johnson, Paul C.
Johnson, Ralph S.
Johnson, Warren L.
Johnson, Wm. Ray
Johnston, George
Johnston, Rosella R.
Jones, Amos A.
Jones, Arthur Wm.
Jones, Briggs C.
Jones, C. Frank
Jones, Cyrus F.
Jones, Garrett S.
Jones, George A.
Jones, Harold B.
Jones, Harry Patton
Jones, Henry Alvan
Jones, H. Pryor
Jones, Howard B.
Jones, James A.
Jones, James E.
Jones, John Paul
Jones, Jos. Webster
Jones, Marvin H.
Jones, N. Howard
Jones, Paul
Jones, Philip W.
Jones, Pius H.
Jones, William B.
Jones, W. Franklin
Jongeward, Mathias
Jontiff, Henry Fred
Jordan, Charles D.
Joseph, J. Gilbert
Joseph, LaRue V.
Josephs, Louis C.
Joyce, Clarence G.
Judy, Francis L. G.
Judy, John N.
Jules, Bernard Chas.
Jung, J. G.

K

Kabik, Robert Joseph
Kahan, Harvey
Kahanowitz, Milton
Kahn, Leon J.
Kahn, Maurice
Kahn, Morton
Kahn, Reuben
Kairis, Eleanor M.
Kairis, John Joseph
Kairis, Nancy Emily
Kaiser, Carl Arwid
Kaiser, Joseph A.
Kalb, Francis P.
*Kalkreuth, Clyde N.
Kallelis, Theodore S.
Kallins, Edward S.
Kamanitz, Irvin L.
Kamenetz, Irvin
Kaminkow, Joseph
Kaminski, Felix H.
Kammer, D. A.
Kammer, Wm. H.
Kan, Perry Harlan
Kandel, Leonard E.
Kane, Joseph D.
Kanter, Abraham J.
Kantner, Leahmer M.
Kantorow, Gerald S.
Kappelman, Leroy F.
Karasik, William
Karlin, David
Karmann, George
Karmiol, Stanley B.
Karn, Philip R.
Karns, Harold T.
Karns, Hugh H.
Karpa, Isador
Karpa, Jerome J.
Karpa, Maurice
Karr, William S.
Karwacki, S. V.
Karwacki, Frank W.
Kasik, Frank T., Jr.
Kasser, Joseph
Kasten, C. F.
Kasten, Karl H.
Katcoff, Harold
Katz, Benj. R.
Katz, Burton Lee
Katz, Ely Sydney
Katz, Gabriel Elliott
Katz, Herbert A.
Katz, Joseph
Katz, Morton
Katz, Morton H.
Katzoff, Isaac
Kaufman, Jordan W.
Kaufman, Marion E.
Kaufman, Frank A.
Kaufman, Stanley L.
Kavanaugh, M. J.
Kay, Jack
Kaye, Harry
Kaye, Myles C.
Kaylus, Albert G.
Keagle, LeRoy Curtis
Kearfott, Clarence P.
Keehner, Raymond
Keech, Robert P.
Keefer, Hiram E.
Keenan, J. T. J.
Kehr, Erney C.
Keiter, Richard D.
Kellam, R. A.
Keller, Arvilla M.
Keller, C. V. deP., Jr.
Keller, George Riland
Kellermann, W. D.
Kelley, Gordon Wm.
Kelley, Guy C.
Kellough, Chas. Irvin
Kellough, E. R., Jr.
Kellough, George W.
Kelly, Charles W.
Kelly, George Benner
Kelly, George L. M.
Kelly, Liquori J.
Kelly, Robert J.
Kelly, Thomas J.
*Kelly, Thos. J.
Kelly, M. P.
Kemble, Wm. Wayne
Kemp, Blanche L.
Keniston, A. H., Jr.
Kenley, W. E.
Kenner, Edwin A.
Kennard, James B.
Kenyon, George
Kern, Joseph
Kerpelman, H. S.
Kerpelman, Howard
Kerpelman, Isaac
Kerr, Thomas H.
Kerr, C. Raymond
Kershaw, Harry
Kesmodel, Chas. R.
Kessler, Marvin M.
Kessler, Morris L.
Kexel, LeRoy E.
Keyser, W. C. H., Jr.
Kiefer, John W.
Kiefer, Ralph S.
Killeri, Anthony M.
Kilpack, Don S.
Kilner, E. A.
Kimzey, Kritz J.
King, Gerald
King, S. C., Jr.
King, Samuel J.
King, Melvin Leroy

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*Deceased

King, William H.
King, W. P. M.
Kinkead, Chas. Wm.
Kinnamon, Harry A.
Kinsey, Raymond D.
Kirk, Catherine E.
Kirsen, Abraham
Kirson, A. Robert
Kirson, Jerome
Kirson, Walter
Kistler, Stephen Bird
Kistner, Carl
Kitchin, W. Yager
Kitt, Melvin G.
Klatsky, Stanley A.
Klavens, Elmer
Klavens, Sidney R.
Kleczynski, T. C.
Klein, Benjamin F.
Klein, Howard
Klein, Solomon
Kleinbart, David J.
Kleinmann, Kurt
Klepfish, Milton A.
Klimen, Samuel E.
Kline, Bernard B.
Kline, Sidney
Kling, Herman M.
Klingaman, Claude R.
Klingelhofer, F. W.
Klotzman, Alfred
Klotzman, Robert H.
Knecht, Frederick
Knepper, Francis C.
Knorr, E. A.
Knowles, F. E.
Kobin, Benjamin
Koch, Ervin M.
Kochert, Ernest P.
Koehlert, W. H.
Kogelschatz, J. W.
Kohlhepp, G. A., Jr.
Kokoski, Chas. J.
Kokoski, Robert J.
Kolb, George
Kolker, Frank Milton
Koldewey, T. W.
Koller, Elmer C., Jr.
Kolman, Lester N.
Kolman, M. Alfred
Kolman, Minnie F.
Konicov, Monte
Koon, Charles L.
Koons, George S.
Koplin, Arthur
Korb, Katherine

Kosakowski, C. G.
Kosmin, Marvin
Koustenis, Gust G.
Koustenis, Harry G.
Kouzel, Howard
Kouzel, Samuel I.
Krakower, Jacob
Krall, Joseph
Kram, W. P.
Kremer, Beryle Philip
Kramer, Bernard
Kramer, Edith A.
Kramer, Jack Louis
Kramer, Leonard H.
Kramer, Morris
Kramer, Morton D.
Kramer, Samuel E.
Kramer, Stanley H.
Kramer, Max T.
Krantz, John C.
Kratz, Frank P., III
Kratz, Walter E.
*Kraus, Louis Henry
Kraus, Louis H., Jr.
Kraus, Richard Ed.
Kreamer, Frederick L.
Kreis, Edna E.
*Kreis, George J.
Kreis, Geo. Jos., Jr.
Krieger, Benjamin
Krieger, Max A.
Kriger, Benj. Arthur
Kronberg, Norman J.
Kronenberg, Chas. H.
Kronthal, Jacob L.
Kroopnick, Frieda R.
Kroopnick, G. D.
Kroopnick, Jennie
Kubiak, Dolores Z.
Krucoff, Maxwell A.
Krupnick, Ellis G.
Krusniewski, B. A.
Kuhn, Mark Joseph
Kull, Raymond C.
Kumkumian, Chas. S.
Kupfer, Alexander
Kurland, Louis J.
Kursvietis, A. J.
Kushner, Meyer G.
Kwash, Herbert

L

Lachman, Bernard B.
Lachman, Marvin M.
LaFrance, F. A.
Laken, Benjamin B.
Lamb, Lewis Joseph
Lambdin, E. C., Jr.
Lambert, Paul W.

Lambrecht, F. A.
Lambros, D. S.
Lanahan, Wm. A.
Landau, Morris
Landon, J. A.
Lane, Edward M.
Laney, Charles O.
Lang, Louis William
Lang, Nicholas I.
Lang, W. F. C.
Lange, Walter
Langer, Charles
Langdon, Frank P.
Langston Jeffie G.
Lapin, Alfred R.
Lapin, Bernard J.
Larezzo, George R.
Laroque, E. J.
Larrabee, Chas. Wm.
Lassahn, Norbert G.
Lassiter, John H.
Lathroum, Leo B., Jr.
Lathroum, R. T.
Latona, Salvator J.
Lauer, M. J.
Laufe, Harold A.
Laughlin, B. Frank
Laur, John J.
Lautenbach, Ferd.
Lavin, Bernard
Lavin Sol
Lawlor, Henry Wm.
Lawson, Alfred Munk
Lawson, Arnold
Lawson, Robert E.
Lawson, Wilbert B.
Layden, William
Lazarick, Lillian G.
Lazarus, Leon Julius
Lazzaro, Samuel F.
Leatherman, A. G.
Leatherman, A.G., Jr.
Leavey, Herbert J.
Leavitt, Dean E.
LeBlanc, Theodore
Leboff, Solomon
Lebowitz, Harry
Lebson, David
Lebson, Hyman
Ledbetter, E. DeB.
Lee, Carroll B.
Lee, Claud D.
Lee, George Ernest
Lee, Warren Walter
Leeds, Harry F.
Leef, James Alnutt
Leffler, W. H.
Leftin, David
LeGates, Ethel
Lehnert, Ernest C.

*Deceased

Lehr, Clarence G.
Lehr, Robert H.
Leibowitz, Benjamin
Leibowitz, Louis
Leiderman, S. E.
Leise, David
Leites, Blanche
Lemke, George
Lemler, Abraham A.
Lemler, Stephen M.
Lemmert, James E.
Lemons, Milton S.
Lennox, Williard J.
Lenz, William
Leonard, Helen A.
Leonard, Russell D.
*Leonhardt, Carl O.
Lerman, Philip H.
Lerner, Sidney I.
Levenson, Julius V.
Levenson, Marvin M.
Levenson, Sidney
Levi, Ernest
Levicka, Vincent C.
Levie, Edward Joseph
Levier, Oscar H.
Levin, Arthur Irvin
Levin, Benjamin
Levin, Benjamin S.
Levin, Bernard
Levin, Bernard
Levin, Daniel M.
Levin, David
Levin, Evelyn Shirley
Levin, Harold Joseph
Levin, Harold Paul
Levin, Harry
Levin, Haskell
Levin, Israel
Levin, Jacob Benny
Levin, Joseph L.
Levin, Leon Phillip
Levin, Max
Levin, Morton
Levin, Nathan
Levin, Norman
Levin, Norman Jack
Levin, Norman Lee
Levin, Philip
Levin, Richard L.
Levin, Sam Barry
Levin, Stanley W.
Levin, Theodore
Levine, Jay E.
Levine, Lester
Levine, Milton
Levine, Morris
Levine, Phillip Julian
Levins, Arnold I.

Levinson, Henry
Levinson, Paul
Levy, Abraham M.
Levy, Bernard
Levy, David A.
Levy, Donald
Levy, Frank F.
Levy, Irving
Levy, Joseph
Levy, M. Zachary
Levy, Melvin
Levy, Walter von S.
Lew, George Y. T.
Lewine, Donald S.
Lewis, F. Harold
Lewis, Harry C.
Lewis, T. B., Jr.
Leyko, Gregory W. A.
Libowitz, Aaron M.
Lichtenstein, Ivan I.
Lichtenstein, Harold
Lichter, George
Lichter, Raymond
Lichtman, Albert
Lichtman, Harry S.
Lieb, Frank J.
Lieberman, L. L.
Lifschitz, Amiram
Lightner, Earl H.
Liken, Russell B.
Lillich, B. Allen
Linahan, Charles
Lindeman, Philip D.
Lindenbaum, Albert
Lindenbaum, Louis
Lindenbaum, Morris
Linderberger, John E.
Linsineier, Joseph C.
Lipkey, Nancy M.
Lippman, Morton
Lippold, Frank
Lipskey, Joseph
Lipsky, Harold H.
Lipsky, Irvin N.
Liptz, Alvin E.
Lisk, D. Clyde
Liss, Nathan Isaic
Lisse, Allan
Lister, Charlotte Z
Litman, Albert
Little, John Milton
Little, Robert S.
Little, W. R.
Litvin, Sidney B.
Lloyd, C. C.
Lloyd, F. J.
Lloyd, W. H.
Loetell, J. W., Jr.
Loftus, John

Lohmeyer, Lloyd W.
Lombard, Nicholas T.
London, Samuel
Longenecker, J. K.
Looney, Ernest W.
Lotz, Emma Grace
Lovell, Herbert E.
Lowe, Carroll A.
Lowry, Raymond J.
Lowry, William John
Lubin, Raymond A.
Lubman, Ronald A.
Lucas, Alfred W.
Lucas, Mary C.
Lucas, Samuel M.
Lucia, H. S., Jr.
Luck, Charles A.
Luck, William M.
Ludwig, Andrew F.
Luke, Harry L.
Luley, Charles Ed.
Lum, Max Robert
Lupin, Irwin Morton
Lupo, Francesco P.
Lusby, Gretchen M.
Lusco, S. Vincent
Lutz, John G.
Lutz, Robert E.
Lutzky, Joseph
Lyden, Edward E., Jr.
Lyle, W. L.
Lykos, Nicholas C.
Lynn, Norman Bruce
Lyon, Andrew T.
Lyon, Geo. Taylor
Lyon, James H.
Lyons, Elmer C.

M

MacGillivray, Gordon
Macek, Bernard F.
Macek, Frank J.
Macek, Walter P.
Maciulla, James Louis
Maciulla, S. V.
Mackey, James Q.
Mackowiak, S. C.
Macks, Ben Harold
MacLarty, David C.
Maczis, William J.
Magaziner, Frederick
Magid, Louis
Maggio, A. J., Jr.
Magiros, John Geo.
Mahoney, Robert W.
Main, Clinton E.
Maisel, Joseph B.

*Deceased

Maisenhalder, E. C.
Malanowski, B. C.
Malick, Richard W.
Mallonee, J. J., Jr.
Malone, Wm. W.
Manchey, L. Lavan
Mandel, Howard E.
Mandelblatt, Allen E.
Mandrow, Mary Anna
Manheimer, R. B.
Manian, Albert A.
Mankin, G. T.
Mann, Ruffin N.
Mancuso, Walter E.
Manning, Marion C.
Mantley, Frank B.
Marciniak, Edw. S.
Marcus, Max
Marek, Anton Charles
Margolis, Isidore
Marinelli, Carroll P.
Markin, Edward A.
Markin, Samuel
Markley, Edward B.
Marks, Sidney I.
Marley, Benj. C., Jr.
Marlowe, Edward
Marmor, Joseph P.
Marsh, Jack C.
Marshall, Barbara I.
Marshall, Charles M.
Marshall, S. Fred
Marshall, Sylvester K.
Martello, Herbert A.
Marten, George L.
Martin, Alfred Leroy
Martin, Frank G.
Martin, Harry C.
Martin, Lester Ross
Martin, Richard E.
Martin, Robert J.
Martinez, Nellie E. S.
Mary, Nolasco
Maser, Louis
Massell, Aaron A.
Maseth, Earle George
Maseth, William E.
Mashkes, Morris
Mask, Jerome
Mason, John T.
Mason, John Wm.
Massing, David
Massing, E. Wolfe
Matelis, Olga P.
Mathers, Audrey J.
Mathews, H. Spencer
Mathews, Emory H.
Matta, Joseph Edw.
Matthews, Vincent S.
Matthews, Vincent W.
Mattingly, Daniel J.
Mattocks, A. McL. Jr.
Mattox, William M.
May, Howard J.
Mayberry, Edgar B.
Mayer, J. L.
Mayer, Alexander M.
Mayer, Maurice V.
Mazer, Harold H.
McAllister, Benjamin
McAllister, Benj., Jr.
McDougall, Bernard C.
McAvoy, Michael J.
McCagh, Edward T.
McCagh, F. L., Jr.
McCall, George B.
McCambridge, Joseph
McCann, Thos. J. Jr.
McCann, Walter I.
McCarthy, Daniel F.
McCarthy, John L.
McCartney, Frank L.
McCauley, Wm. F.
McClarren, R. M.
McClerry, Claud R.
McClincy, Stanley
McCohn, Sister
McComas, J. R., Jr.
McConnell, Dufferin
McCormick, Chas. E.
McCormick, G. C.
McCoy, J. K., Jr.
McDonald, C. L.
McDonald, Thos. L.
McDougall, Bernard
McDonnell, Patrick J.
McDuffie, George E.
McElwee, Ross S.
McGarry, Charles E.
*McGinn, Henry P.
McGinity, F. Rowland
McGraw, E. J.
McGuire, Thomas H.
McIndoe, John G.
McKellip, John
McKenny, Harry J.
McKenzie, H. C.
McKew, Thomas H.
McKinley, James D., Jr.
McKirgan, John L.
McKirney, Wm. M.
McKnight, Vernon H.
McLarty, Geo. C., Jr.
McLean, I. William
McMahon, Michael J.
McManus, Daniel A.
McMichael, James E.
McNally, Hugh B.
McNamara, B. P.
McNeill, Melba Lois
McShann, Mansell H.
McTeague, Charles J.
McWilliams, Lester
Meadows, Clement J.
Meadows, George W.
Meagher, Harry R.
Mears, Chase K.
Mears, Frank D.
Mears, Lee K.
Meeth, John T.
Megaw, Herschel
Meiser, Edward T.
Meiss, William S.
Meikle, J. D.
Mellor, Benjamin, Jr.
Mendelsohn, Daniel
Mendelsohn, Max L.
Mendelsohn, Ronald E.
Mendelson, Herman
Menke, M. A.
Mentis, Anthony P.
Mentzer, John R., Jr.
Mercer, Robert V.
Mercer, Victor G.
Meresicky, Ralph J.
Mercier, M. W., Jr.
Merdinyan, E. F.
Merkel, Henry
Mermelstein, D. H.
Merritt, J. Webster
Merritt, Samuel H.
Merryman, Geo. W.
Mersky, Milton
Mersky, Morris S.
Merwitz, Stanley J.
Meserve, John Chas.
Mess, Sister Mary Adamar
Messersmith, E. J.
Messina, Julius A.
Metheny, Carl Melvin
Metz, Hermann F.
Metz, Richard A., III
Mewhirter, Harry D.
Meyer, Geo. W. A.
Meyer, William J.
Meyers, Albert Temin
Meyers, Irwin E.

*Deceased

Meyers, Jacob Sholom
Meyers, Louis Lear
Meyers, Macy Herbert
Michael. Lucus A.
Michael, Marvin E.
Michaels, Albert
Michel. John Vernon
Michell, Herman
Miden Julian I.
Mikules, Alex. H.
Milgram, Samuel
Millard, Ruth
Millenson, Irving
Miller, Abraham
Miller. Alvin B.
Miller, Charles W.
Miller. David
Miller. Edward
Miller, George A.
Miller, George P.
Miller, Harold C.
Miller, Harry
Miller. Israel M.
Miller, Irving W.
Miller. Lawrence L.
Miller, Lewis
Miller. Manuel
Miller. Milton
Miller, Myron
Miller, Nathaniel A.
Miller, Olga Jonkus
Miller. Reuben
Miller, Richard A.
Miller, Solomon
Miller, T. A.
Miller. William F.
Milio. Frank R.
Milman, Harry
Millman, Philip H.
Mills, Fred W.
Mills, Howard D.
Mills, Robert S., Jr.
Minaker. Irwin
Mindell, Charles
Minder, Frederick
Miner, Richard Leo
Misler, Bernard
Mitchell, Joseph P.
Mitchell. Robert L.
Mirvis, Julius
Mobley, L. R.
Mobley, Walter B.
Modena. Charles E.
Mohr, Milton E.
Moler, Robert K.
Molli, Louis J.
Monahan, A. M. S.
Mondell, Harold D.
Monroe, Henry C.
Mooney. Iole R. M.
Moore. Charles W.
Moore. G. Richard
Moore. John L.
Moore. Theodore C.
Moorehead. F. E.
Moose. Gurley Davis
Moose. Walter Lee
Morales, Angel R.
Morgan, Alfred K.
Morgan, Joseph H.
Morganstern. William
Morgenroth, Hans
Morgenroth, V. H., Jr.
Morgenstern, Emma
Morgenstern. Wm. A.
Morris, Barbara M.
Moritz. William E.
Morris. I. J. V.
Morris, Irving M.
Morris. Samuel
Morris. Martin H.
Morrison. Clarence H.
Morrison. W. B.
Morstein. R. M.
Morton, John Earl
Moscariello. Frank M.
Moscati. Adrian P.
Moscati. Marius A.
Mosely, Omar, H., Jr.
Moses, Benjamin B
Moser, John, Jr.
Moskey, Thomas A. Jr.
Moss, Arnold
Moss. John H.
Mossell. Aaron A.
Moshenberg, William
Mossop, Carrie G.
Mouat. Gordon A.
Moxley. R. B.
Moyer, Walter
Moyers, C. W.
Moylan, Robert L.
Mrazek, Leo L.
Muchnick, David S.
Muehlhause. Ruth V.
Mueller, Edward L.
Muench. Genevieve J.
Muldoon. Ralph V.
Mules, Nathan C.
Mulhall, Francis J., Jr.
Mullen. Charles L.
Munzert, Harry J. F.
Munzert, L. A. G.
Mupsik. Herman M.
Murdock, Loyall Edw.
Murphy, Edwin C.
Murphy. Jerome E.
Murphy, John M.
Murphy, Marie M.
Murphy, J. Robert
Murray, Lindley R.
Musacchio, Leo M.
Muse. Alexander E.
Musgrave, D. E.
Musgrove, Walter G.
Musher. Arthur A.
Muskatt, Edith
Mutch, Richard John
Mutchnik. Melvin
Myerovitz, Joseph R.
Myers, Bernard
Myers, Beverly S.
Myers, Charles
Myers, Ellis B.
Myers, Irvin L.
Myers, Lyndon B.
Myers, Morton
Myers, Richard Earl
Myers, Robert I.

N

Naiditch. Morton E.
Naplachowski, S. A.
Narunsky, Reuben
Nash, Donald M.
Nave, Jackson M.
Neary, Thos. F., Jr.
Neely, Herron
Neighoff, Wilson E.
Neis, Arnold Howard
Nelson, Augustus W.
Nelson, Kenneth H.
Nelson, Robert B.
Nelson. William G.
Nemerow, Martin W.
Neubauer. Clarence G.
Neumann, Jos. James
Neumann. Walter P.
Neumeyer, John L.
Neutze, John F.
New. John Robert
Newhouse, Stanley R.
Newman, Albert M.
Newman. David
Newman, Leon M.
Newman, Martin D.
Niefeld, Herbert
Nierman. Robert F.
Nicolas, Peter Alex
Niss. Israel
Nitsch, Charles A.
Niznik, Paul Vincent
Niznik, Theodore T.
Nobel, Louis N.
Noel, Harriett Ruth
Noelle. Charles
Noland, Charles E.

Noll, Frank Morgal
Noll, Violet B.
Nollau, Elmer W.
Nordman, H.
Norris, Earl M.
Norris, Paul Edmund
Norris, Walter B.
Northover, Edw. R.
Norton, Anna Cover
Norton, Gerald Lewis
Nosal, Pauline Ann
Nothstine, Ken. T.
Noveck, Irvin
Noveck, Morris
Noveck, Nathan
Novey, Sam
Novick, Bernard
Nowick, Sidney G.
Nunan, Sister Mary B.
Nusinow, Samuel

O

O'Brien, John W.
O'Brien, William C.
O'Dea, James M.
Odian, Alice
O'Donnell, Francis J.
Oed, Marvin LeR.
Offutt, Clifford H.
Offutt, R. H.
Ogrinz, Alexander J., Jr.
Ogurick, Alexander
O'Hara, John James
O'Hara, John J., Jr.
Ohlendorf, Albert V.
Ohly, Robert Wayne
Okrasinski, Joseph L.
Oken, David M.
Oken, Jack
Oken, Louis E.
Oldham, Walter F.
Oleszczuk, Melvin J.
Olsan, Frank
O'Neal, John Leonard
O'Neil, Jennie A.
O'Neill, Lawrence J.
Onnen, Adolph C.
Onnen, Arnold M.
Onnen, E. F.
Orlind, Harry
Orloff, Milton
Orr, William Hugh
Ortt, James Bryan
Orzel, Rita Adele
Osheroff, Seymour D.
Oshry, Faga P.
Osburn, Darris M.
Oshinsky, Sol
Oster, Herbert G.
Oster, Walter F.
Ostrow, Milton
Otto, Frederick A.
Ouellette, Philip A.
Overholt, W. F.
Owens, Bennie G.
Owens, R. Hamilton
Oxman, Meyer

P

Packett, William H.
Padousis, John
Padussis, Anthony G.
Pagan-Colon, Rafael Angel
Paidakovich, M. J.
Palchak, R. J. F.
Palder, Edward L.
Palmer, J. C.
Palmer, Mathias
Palmer, Thomas R.
Panamarow, Stephen
Pang, Charles E-H.
Pannill, William E.
Pape, Harry S.
Parelhoff, Maurice I.
Papiermeister, Joseph
Parisky, Bernard H.
Parker, Howard E.
Parker, Jas. A. I.
Parker, John G.
Parker, Katherine J.
Parker, Laura
Parker, Muriel E. N.
Parker, Richard Dale
Parks, Isadore J.
Parlade, J. A.
Parlett, George D.
Parr, Oscar C.
Parr, William A.
Parramore, W. VanV.
Parson, Benjamin
Pasco, Louis Edward
Pass, Isidore
Pass, Stacy
Pass, Victor Earl
Passaro, Edward J.
Pasterfield, Philip M.
Pasterfield, Wm. T.
Pate, William A.
Patlen, Irving
Patrick, Thomas Ed.
Pats, Albert
Pats, Sidney
Patterson, Walter J.
Paul, Daniel A.
Paul, Frank Ronald
Paul, Harry Jacob
Paul, Howard
Paulson, Aaron Ariel
Paulson, David
Paxson, George W.
Paxson, Robert L.
Paxton, Poague R.
Payne, Harry
Payne, Thomas M.
Pazdera, Frank J.
Pearlman, Albert
Pearlman, David
Pearlman, William L.
Pearlstein, Philip
Pearrell, Ernest H.
Pearson, Sarah B.
Pearson, Silas H.
Pecarsky, Seymour
Pelovitz, Nathan G.
Pemsel, E. Robert
Pentz, R. L.
Perel, Max
Pertnoy, Edwin
Peskin, David
Pessagno, Wilbur J.
Peterka, Albert A.
Peters, Albertus B.
Peters, Charles R.
Petralia, Anthony J.
Petticord, Webster B.
Pettit, Bernard A.
Petty, Huie Wilbert
Petzold, Robert T.
Pfaff, Virginia W.
Pfeifer, Charles M.
Pfeifer, Charles, Jr.
Pfeifer, Edward
Phelps, R. Gorman
Phillips, Emerson C.
Picha, Frank
Pickett, Benjamin F.
Pierce, J. W.
Pierce, Robert R.
Pierson, Clarence H.
Pietri, Margarita O.
Pigott, C. D.
Pilson, Robert A.
Pilson, Robert W.
Pinerman, Jerome
Pinsky, Herman H.
Pippig, Howard A., Jr.
Piquett, Maude B.
Piraino, Vincent J.
Pivec, John James
Pivo, Robert
Plank, Donald J.
Plank, John McNeil
Plassnig, Edwin
Platt, Marvin S.
Platt, William
Plotkin, Herbert

Plotkin, Richard D.
Plotner, William C.
Plumley, R. Walter
Plovsky, Nathan L.
Podoksik, Hyman B.
Poffenberger, H. L.
Poggi, Gabriel J. L.
Poisal, J. W.
Poklis, Alphonse
Polin, Ralph R.
Polk, Hamilton R.
Pollekoff, Jacob
Pollekoff, Sheldon E.
Polekoff, Morris
Pollack, Howard
Pollock, William
Pollack, Melvin M.
Pollack, Morton L.
Polonsky, Murray
Poltilove, Geo. J.
Poltilove, Harvey G.
Pomerantz, L. H.
Popluder, Nathan
Poppleton, Miller J.
Porembsky, Joseph
Portney, Samuel
Porterfield, R. S.
Portoghese, P. S.
Posin, Benjamin W.
Potash, Oscar
Potler, David
Potocki, Peter Paul
Potts, Gifford L.
Potts, H. L.
Potts, James Meyer
Powell, F. Lee
Powell, Monte L.
Powers, Julian T.
Poznysz, Edward L.
Prag, Jules Benge
Pratt, Charles A.
Prensky, Bernard M.
Pressman, I. M.
Preston, Bern. J., Jr.
Price, Carroll F.
Price, Charles P.
Price, Walter C.
Prigal, Herman
Printz, Morton P.
Pritzker, Sherman D.
Pross, Clarence
Pross, Ferdinand, Jr.
Prostic, Albert
Prostic, Harry
Protokowicz, S. E.
Proudfoot, R. E.
Provenza, Stephen J.
Provost, F. T.

Pruce, Alfred Albert
Pruce, Irving M.
Pruss, Thaddeus P.
Pryor, W. A.
Pucklis, Frank S.
Pugatsky, David
Pumpian, Paul A.
*Purdum, Frank L.
Purdum, H. D.
Purdum, William A.
Pycha, Richard J.

Q

Quarles, Ralph T.
Quasney, Emil, Jr.
Quen, Edward Marc
Quvedo, de Carlos G.

R

Raap, Irvin Leonard
Rabinowitz, I. W.
Racusin, Nathan
Raedy, John Henry
Raffel, Leon
Ragains, Fred Perry
Raichlen, Isador
Raichlen, Samuel I.
Raines, Arthur
Ralph, Bernard W.
Ramos, I. del P.
Raney, John W.
Ranfone, Charles
Rankin, Billy Frank
Ransom, Gray Portis
Rapaport, G. H.
Rapoport, Leonard
Rappaport, Marvin
Rasinsky, Milton
Raudonis, John A.
Rauschenbach, C. W.
Rausen, Joseph
Ravita, Salvatore J.
Rawe, Charles E.
Rawlins, Mildred A.C.
Raylman, Robert C.
Read, Herbert A.
Reader, James E., Jr.
Reamer, Israel T.
Reamer, Sidney H.
Redden, Charles H.
Redmond, N. P., Jr.
Reed, C. H., Jr.
Reed, Clyde Eugene
Reed, Jackson S. R.
Reese, C. Clifford
Reese, Charles C.
Reese, Harry Eugene

Reese, Kenneth A.
Regimenti, Vincent J.
Rehbein, Louis W.
Reichert, LeRoy D.
Reier, George E.
Reir, Hilary H.
Reindollar, Wm. F.
Reinhardt, O. M.
Reinhardt, R. L.
Reid, Hilary H.
Reisch, Milton
Reiser, Arnold J.
Reiser, Earl
Reiter, Arthur Paul
Reiter, Saul
Reitz, J. J.
Rench, Victor B.
Rendel, Morris
Resnick, Elton
Restaino, F. A.
Rettaliata, Leo
Reynolds, A. C.
Reynolds, Bradley A.
Reynolds, C. E., Jr.
Reynolds, Ralph E.
Rezek, Geo. Jaroslav
Reznek, Paul
Rhode, John George
Rhodey, Charles L.
Ribeiro, Robert E.
Rice, Leonard M.
Rice, Howard S.
Ricedorff, Edwin M.
Rich, Frank R.
Richards, Kenneth O.
Richardson, C. G.
Richardson, C. T.
Richardson, G. A.
Richardson, James J.
Richardson, Lloyd N.
Richardson, Wm. H.
Richardson, V. M.
Richman, Emanuel
Richman, Jacob L.
Richman, Philip F.
Richmond, Jerome
Richmond, Samuel
Richmond, Sewell E.
Richter, Wm. A.
Riedel, Walter K.
Riggin, Rex
Riggs, John A.
Riley, Marie Theresa
Ringgold, B. C.
Rinker, Lemuel H., Jr.
Ripley, Albert B.
Ritter, Ross W., Jr.
Rizer, R. L.

*Deceased

Robbins, Gaythel S.
Robbins, Sam S.
Robeck, Walter H.
Robenson, Milton N.
Robert, Rafael
Robert, W. H., Jr.
Roberts, William P.
Robertson, F. W.
Robertson, W. F.
Robins, Leon Israel
Robinson, Albert J.
Robinson, Joseph T.
Robinson, Maurita
Robinson, Oliver P.
Robinson, P. P.
Robinson, R. C. V.
Robinson, Robert
Robinson, S. E.
Robl, Mary J. K.
Rochester, Harry L.
Rockman, Morris
Roddick, Wilkin M.
Rodbell, Theodore E.
Rodell, Michael B.
Rodgers, Sister Scholastica
Rodman, Leon
Rodman, Morris
Rodney, George
Rodowskas, C. A.
Roe, Thomas E.
Rofsky, Howard E.
Rogers, Harold L.
Rohoblt, Walter S.
Romanoff, Samuel A.
Rombro, David M.
Rooss, Robert V.
Rosario, Carlos del
Rose, Jonas
Rose, Louis
Rose, Shep K.
Rose, Wm. Wilson
Rosen, Donald Merle
Rosen, Sam
Rosenbach, Hans J.
Rosenberg, Leon
Rosenberg, B. R.
Rosenberg, Irwin J.
Rosenberg, Joseph J.
Rosenberg, Milton B.
*Rosenberg, Morris
Rosenberg, Reuben
Rosenberg, Robert
Rosenbloom, Jack H.
Rosenbloom, S. L.
Rosenfeld, Albert
Rosenfeld, David H
Rosenfeld, Israel A.
Rosenstadt, Aaron
Rosenstein, Aaron
Rosenstein, Harry B
Rosenthal, Alvin
Rosenthal, Bernard
Rosenthal, Emanuel
Rosenthal, H. T.
Rosenthal, Lewis J.
Rosenthal, Louis R.
Roslyn, John J.
Rosoff, Philip
Ross, Earl R.
Ross, James Davis
Ross, Robert W.
Ross, William A., Jr.
Rossberg, Charles
Rossberg, William C.
Rostov, Samuel J.
Roth, Louis J.
Roth, Martin
Rothberg, Louis E.
Rothman, Morris E.
Rothstein, Paul
Rotkovitz, William
Rouzer, John R.
*Rowe, Charles J.
Rowens, W. Eldridge
Rowland, Mary J. B.
Rowland, N. D.
Rowlenson, John T.
Rowlenson, Wm. F.
Roy, A. H.
Royce, Robert Francis
Ruben, William M.
Rubens, Harry M.
Rubin, Melvin N.
Rubin, Murray Alvin
Rubin, Samuel B.
Rubin, Samuel S.
Rubin, Seldon L.
Rubin, Sylvan I.
Rubinstein, Hyman S.
Ruddie, Israel M.
Rudie, Harry
Rudman, Melvin H.
Rudo, Herbert B.
Rudoff, Oscar
Rudolph, Henry S.
Rudy, Harry Robt., Jr.
Ruff, Howard
Ruff, William A.
Ruhl, Frank H.
Ruppersburger, J. J.
Rush, G. W. C.
Russ, Roger M.
Russell, J. A.
Russell, John Alex.
Russell, Richard P.
Ruth, Stephen Walter
Ruths, F. C.
Rutkin, Samuel

S

Sabatino, Louis T.
Sable, Louis
Sach, Abraham
Sachs, Albert
Sachs, Michael
Sachs, Norman R.
Sachs, Raymond
Sachs, Raymond
Sachs, Robert
Sachs, Sylvan L.
Sacki, Kurt Leo
Sacks, Melvin
Sacks, Morris
Sacks, Paul D.
Sacks, Sidney
Sachs, Walter H.
Sadler, R. H.
Sadler, Thomas, Jr.
Sadownick, Arnold
Safran, Sidney
Sager, Benjamin
Saks, Joseph Herman
St. Henry, Sister Mary
Saint John, M. E.
Salmon, James F.
Salus, Arthur
Sama, Mario
Sames, Joseph H.
Sampson, A. J.
Samuelson, Oscar
Sandene, Clarence L.
Sanders, Wm. E.
Sandler, Jos. Samuel
Sandler, Solomon
Sanner, Norman R.
Sanner, Richard T.
Santoni, David A.
Santoni, Daniel A.
Santoni, Henry A.
Sappe, Milton J.
Sappe, Milton C.
Sapperstein, Edw. I.
Sapperstein, Jacob J.
Sapperstein, Louis
Sapperstein, William
Sarubin, Milton

*Deceased

Saslaw, Israel S.
Satisky, William M.
Satou, Marcus
Sause, Milton P.
Savage, Moses
Savage, Walter T.
Savin, Jules I.
Savitz, Melvin M.
Sawtelle, Seth S.
Sborofsky, Isadore
Scelfo, Octavia A.
Scelsi, Joseph V.
Schaech, Dorothy F.
Schaefer, Charles A.
Schaefer, John F.
Schaefer, T. A.
Schammel, Adam J.
Schapiro, A. B.
Schapiro, Harry S.
Schapiro, Oscar M.
Schapiro, Samuel
Schapiro, Louis
Schaumburg, N. L.
Schechner, Jules
Scheffrin, R. E.
Scheinin, Benjamin
Scheinker, Wm. H.
Schenker, Norman L.
Schenker, Philip
Scher, Robert
Scher, Robert Samuel
Scherer, Charles
Scherr, Melvin G.
Scherr, Morton B.
Scherr, Norma L.
Scherr, Stanley
Schiff, Harry David
Schiff, Howard R.
Schiff, Nathan
Schiltneck, Fanny
Schiltneck, C. N.
Schimmel, M. S.
Schindel, Harry E.
Schindel, Samuel L.
Schindel, Howard E.
Schindler, Ronald E.
Schireson, Henry J.
Schirman, Dr. R. J.
Schisler, Chas. H.
Schlackman, Milton
Schlaen, Mildred
Schlaifsteyn, R.
Schley, Steiner
Schlinger, Howard R.
Schlosser, Roy B.
Schmalzer, W. J., Jr.
Schmidt, August W.
Schmidt, Chas. J., Jr.
Schmidt, F. Herman
Schmidt, Jacob E.
Schmidt, Edwin A.
Schmidt, E. Albert
Schmidt, Geo. M.
Schmidt, Herman
Schmidt, John E.
Schmidt, Samuel
Schmitt, Fred J.
Schnaper, Morton J.
Schneider, Allan M.
Schneider, Edwin J.
Schneider, Jack
Schneider, Marvin
Schneider, Richard J.
Schneyer, Herbert D.
Schochet, Paul
Schonfeld, Gerald
Schoenrich, Herbert
Schonfeld, Paul
Schor, Leo
Schotta, Elbert Wm.
Schrader, Harry L.
Schreibstein, Chester
Schroeder, J. H.
Schucalter, Harry B.
Schucalter, Morris E.
Schulte, C. J. A., Jr.
Schulte, C. M.
Schulte, Edward Lee
*Schulte, F. W., Jr.
Schulte, Henry C.
Schulte, John A.
Schultze, Hugo F.
*Schulze, Wilmer H.
Schuman, Joseph M.
Schumann, Henry V.
Schumm, Fred. A.
Schuster, Gerald D.
Schuster, John N.
Schutz, Edward A.
Schwartz, B. M.
Schwartz, David I.
Schwartz, Harry
Schwartz, Henry
Schwartz, I. George
Schwartz, Francis H.
Schwartz, J. W.
Schwartz, Jerome
Schwartz, John T. C.
Schwartz, Martin
Schwartz, Milton
Schwartz, Nathan
Schwartz, Theo. H.
Schwartzburt, I. L.
Schwatka, W. H., Jr.
Sciarra, John Jack
Scigliano, John A.
Scola, Joseph
Scoll, Lea H.
Scott, David I.
Scott, Donald W.
Scott, Edward A.
Scott, Edward D.
Scott, Jennings B.
Scott, Kent W.
Scott, S. M., Jr.
Sealfon, Irwin I.
Seamans, Eugene A.
Sears, Edward DeF.
Sedam, Richard L.
Seechuk, William W.
Seely, Hattie May
Seff, David Joseph
Segal, Julius
Segal, Sol C.
Segall, Jacob Roth
Segel, Harry
Seibert, Stanley
Seidel, Harry Louis
Seidman, Henry G.
Seidman, Sidney B.
Seigle, S. S.
Seldeen, Martin
Seldin, Isadore
Sellers, Harry H.
Seltzer, Leonard A.
Semer, Gerald M.
Sencindiver, J. H.
Senger, Joseph A.
Sennhenn, William
Serpick, Jacob
Settleman, Jerome
Settler, Alan Lee
Settler, Myer Martin
Seward, Mary E.
Seward, William W.
Sexton, Moses
Shackelford, H. S.
Shaffer, Frederick R.
Shaffer, E. Herbert
Shaffer, Harry P.
Shaffer, Lawrence F.
Shalowitz, Marion
Shank, Earl E.
Shannon, Donald A.
Shapiro, Albert A.
Shapiro, Henry
Shapiro, Jerome B.
Shapiro, Lionel M.
Shapiro, Max
Shaughnessy,
Sister Zoe
Shea, Harold J.
Shea, John W.

*Deceased

Shear, Joseph
Shear, Morton I.
Shearer, Nancy Lee
Sheer, Lawrence
Sheetz, Randall L.
Sheftelman, David
Shein, Sidney
Shellenberger, J. H.
Sheller, Samuel J.
Shelton, Wesley N.
Shemer, Stuart
Shenker, Allan B.
Shenker, Arthur
Shenker, Morris
Shenker, Sherman H.
Shepherd, Edward C.
Shepherd, Fred. P.
Sherer, Gerald
Sherman, L. F.
Sherman, Louis L.
Sheroff, Seymour
Sherr, Harold G.
Sherry, David
Shershow, Harry
Sherwood, Margaret Frances
Shestack, Robert
Shields, Arthur P.
Shimanek, L. J.
Shimkus, Michael A.
Shipley, Albert R.
Shipley, H. Clinton
Shirey, Ronald L.
Shoben, Gerald
Shoben, Jacob
Shochet, Irving Edw.
Shochet, Melvin
Shocket, Sidney
Shoemaker, Ross F.
Shoemaker, T. A., Jr.
Shoemaker, W. C.
Shoemaker, W. G., II
Shook, Joseph Wm.
Shoolin, Samuel
Shore, W. S.
Showacre, Harry A.
Showalter, Claude M.
Showman, A. R.
Shpritz, Stuart
Shulman, Joel
Shulman, Emanuel V.
Shulman, Shirley S.
Shumway, M. A., Jr.
Shupe, B. F.
Shupe, J. B.
Shure, Arthur A.
Shure, Bernard G.

Shure, Irwin
Shuster, Leon Paul
Siegel, Alvin Morton
Siegel, Arnold
Siegel, Harold H.
Siegel, Harold W.
Siegel, Irving I.
Siegel, Lawrence R.
Siegel, Paul
Sienkielewski, R. B.
Sifen, Paul
Silberg, Edgar Mano
Silberg, Harvey G.
Silberman, Irving
Silberman, Joseph J.
Silbert, Andrew W.
Silnutzer, Meyer
Silver, Benjamin J.
Silverman, Albert M.
Silverman, Irvin I.
Silverman, Sidney
Silverman, Sylvan L.
Silverman, Sylvan B.
Silverstein, Bernard
Silverstein, Fred
Silverstein, Morton I.
Simmons, Harry P.
Simmons, Leslie D.
Simms, Thomas
Simon, Alder Irvin
Simon, Alvin
Simon, Melvin
Simonoff, Robert
Simonson, John W.
Simpson, Francis P.
Simpson, John F.
Sinclair, Theodore B.
Sindler, Melvyn M.
Singer, George D.
Singer, Harold B.
Singer, Isidore E.
Singer, John V.
Singewald, A. G.
Singman, Henry D.
Sinker, Robert S.
Siracusa, Frederick
Sirkis, Marvin P.
Sirota, Leo Robert
Sisco, Samuel
Sisk, Joseph F.
Sites, William A.
Skaft, William
Skiba, Michael J.
Skibinski, Emil J.
Sklar, Isidore Allen
Skolaut, Milton W.
Skrickus, Joseph A.
Skruch, Walter John
Skup, David A.

Slama, Frank J.
Slay, J. B.
Sloan, Harold T.
Slough, Herbert E.
Slusky, Louis B.
Small, Bessie B.
Small, Howard A.
Small, Isidore Irvin
Smith, Arthur Wesley
Smith, Bernard T.
Smith, Claude N.
Smith, Daniel Earl
Smith, Edward
Smith, Edgar C.
Smith, George G.
Smith, George M.
Smith, Heber
Smith, Henry W.
Smith, Herbert C.
Smith, Howard T.
Smith, John Joseph
Smith, Jos. I.
Smith, Julius A.
Smith, Lewis Ayer
Smith, Martin
Smith, Maurice R.
Smith, Morton
Smith, Murray P.
Smith, Paul K.
Smith, Pierre Frank
Smith, Robert Wells
Smith, Raymond H.
Smith, Rudolph R.
Smith, Rudolph, Jr.
Smith, Sanford D.
Smith, Theodore S.
Smith, Thomas S.
Smith, T. W.
Smith, Walter N.
Smith, W. Harry, Jr.
Smith, William E.
Smith, William H.
Smith, William W.
Smithers, Norman R.
Smithers, Thomas J.
Smoot, A. C.
Smulevitz, Irving
Smulovitz, David
Smulovitz, Sidney
Snavely, R. W.
Snell, Tom J.
Snellinger, J. E.
Snively, Fred H.
Snyder, Erwin C.
Snyder, Jerome
Snyder, Nathan
Snyder, Nathan M.
Snyder, Paul Jay
Snyder, Robert Ed.
Snyder, William T.

*Deceased

Sober, Norman
Soladar, Augusta L.
Sollod, Aaron Charles
Sollod, Herbert S.
Sollod, Joseph A.
Sollod, Melvin J.
Sollod, Sylvan J.
Solomon, Sam
Solomon, Simon
Solomon, S. Samuel
Solomon, Sylvan E.
Solsky, Robert M.
Somerlatt, Virginia G.
Somers, Grover S.
Sommer, Werner J.
*Sonnenburg, C. E.
Sophocleus, G. J.
Sosnoski, Walter J.
Sosnowik, Lewis
Sowell, Sam
Sowbel, Irving
Sowbel, Philip
Soyles, James S.
Spahn, J. A., Jr.
Spain, Sister Lydia
Spangler, Kenneth G.
Spano, Arthur N.
Speaker, Tully J. J.
Spellman, Sister Mary Rita
Spence, Clarence G.
Sperandeo Frank J.
Spicer, O. W.
Spigelmire, C. E.
Spike, Sidney
Spittel, Robert John
Spittle, Elmer
Sprague, Victor Hugo
Sprecht, Charles E.
Springer, Lewis Rex
Sprowls, Winfield S.
Sprucebank, Harry E.
Sprucebank, Roy A.
Stafford, Earle A.
Stahl, Charles W.
Stahl, Willam M.
Stahlhut, Carl W.
Staley, Clifton B.
Staller, Abraham
Stam, Lillian R.
Stambosky, Louis
Stancill, George W.
Standiford, Isaac W.
Stark, Alvin
Stark, John Walter
Starr, Harvey
Startt, William A.
Statter, Irvin Barry
Stattner, Milton

Staub, Brown Chas.
Stauff, John
Stauffer, Howard C.
*Stauffer, L. E.
Stavely, Roy S., Sr.
Steel, Harold
Steele, Frank John
Steele, Wm. Richard
Stecher, Joseph L.
Steffe, John W.
Stehl, Justus
Stehl, Gustav L.
Stehl, J. V.
Stein, Milton R.
Stein, Norman A.
Steinberg, Bernard
Steinberg, Louis
Steinberg, Sherman
Steiner, Albert
Steinhardt, Abraham
Steinhilber, Richard
Steinwedel, Wm. A.
Stem, Albert W.
Stempel, Edward
Sterling, A. L.
Sterling, Elmer W.
Stern, Albert W.
Sterner, Paul E., Jr.
Stetson, Ross C.
Stevens, S. E.
Stewart, John Wesley
Stewart, Ralph B.
Stewart, Samuel H.
Stewart, William H.
Sticha, Joseph
Stichel, William
Stichman, Solomon
Stidger, Hugh
Stierer, Raymond L.
Stiffman, George J.
Stiffman, Jerome A.
Stillwagon, Larmar J.
Stimek, Joseph A.
Stine, Harry
Stokes, Edward V.
Stokosa, Milton J.
Stolberg, Edward B.
Stoler, Myer
Stombler, C. R.
Stone, Harry
Stone, Joseph J.
Stone, S. W.
Storm, Norman F.
Stotlemeyer, Chas. K.
Stotler, Robert P.
Stouffer, Harvey V.
Stout, Warren E.
Straight, Fred S.
Strasburger, Melville
Strasburger, Wm. R.

Stratmann, George M. C.
Strauch, John J.
Strauch, Joseph
Strauss, Austin
Strauss, Bernard H.
Strauss, Leo
Strauss, Leon
Streett, Edmund O.
Streett, Mechem E.
Strevig, John Alfred
Stribler, J. H.
Striner, Benjamin
Strite, W. E.
Sturgiss, A. G.
Stutt, J. Harry
Sudler, Arthur E.
Sudler, Charles C.
Sudler, Foster
Sugar, Harold S.
Sugar, Victor J.
Sulewski, B. A.
Sullivan, Clarence B.
Sullivan, Daniel S.
Sullivan, Fred G.
Sullivan, Howard D.
Sullivan, William F.
Sullivan, William J.
Sultan, Walter E.
Sumrall, James Coy
Sunshine, Abraham J.
Surell, Howard S.
Surratt J. Harry
Survil, Anthony A.
Susel, Benjamin E.
Sussman, Bernard
Sussman, Hyman J.
Sussman, Sidney
Suter, Thomas J.
Suto, Frank Jacob
Svarovsky, John W.
Swain, Clyde C.
Swain, Robert Lee
Swain, Wilson B
Swartz, Charles J.
Swartz, Harold A.
Swartz, Irving E.
Swiss, Nancy Lee
Swiss, F. L
Symons, Julius
Syracuse, Samuel F.

T

Tabler, C. W.
Taetle, Herman I.
Tagg, Norman H.
Taliaferro, W. B.
Taich, Louis
Tam, Clement W. S.
Tamburo, Samuel J.

*Deceased

Taransky, Allen A.
Tarantino, John Thos.
Tate, Joseph McCall
Tattar, Leon Lee
Taub, Stanley S.
Taylor, Gary Louis
Taylor, Joseph S.
Taylor, R. W. W.
Tee, Harry C., Jr.
Teets, Donald E.
Tenberg, David Paul
Teramani, J. A.
Terrell, Alexander A.
Tesman, Jacob
Thal, Johann M.
Thayer, Franklin E.
Thayer, H. T.
Theodore, R. M.
Thieme, G. C.
Thiess, Robert E.
Thomas, Frank J., Jr.
Thomas, George R.
Thomas, George S.
Thomas, Oscar B.
Thome, Charles C.
Thrall, Ralph B.
Thompson, J. West
Thompson, Joseph E.
Thompson, Paul H.
Thompson, Robert E.
Thompson, Wm. P.
Thorne, Jean Musey
Thornton, Henry L.
Thornton, William H.
Thorp, Clare Faye
Thron, Edward, Jr.
Tillery, John Wm.
Timmons, W. D., Jr.
Tingle. M. W.
Tipton, Frank B.
Title, Irwin
Titlow, H. B.
Titus, Sister Mary I.
Tober, Theodore W.
Tobias, I. Herbert
Todd, Harvey E.
Todd, Robert Cecil
Todd John C.
Toelle, Milton F.
Tolson, Bert D.
Tompakov, Sylvan
Tomsko, Robert F.
Toole, Frank Leo
Topchik, Howard
Toulson, John M.
Tountas, Chris Peter
Tourkin, David
Traband, M. T., Jr.
Trachtenberg, Doris
Tracey, Arthur G.
Trageser, Jacqueline
Tralins, Julius Jos.
Tramer, Arnold
Trehern, J. Curtis
Tremaine, Stanley A.
Tremaine, Warren L.
Toronto, Nicholas A.
Treichel, Thomas K.
Tritle, Richard R.
Tronwood, Thos. G.
Troxel, J. G.
Troxell, Will F.
Truax, J. L.
Truitt, D. J. O.
Truitt J. Gordon
*Truitt, James H.
Truitt, James W., Jr.
Truitt, Charles R.
Trull, Alfred C.
Truxton, Charles O.
Trygstad, Vernon O.
Tucker, Alexander
Tucker, William C.
Tucker, William W.
Tumas, John
Tumbleson, Arthur L
Tumbleson, A. M.
Tumbleson, Chas. C.
Turlington, R. A.
Turner, A. F., Jr.
Turner, Zachariah III
Turpin, E. S.
Turpin, H. J.
Twigg, Theodore K.
Tyerell, M. R.
Tyler, John Paul

U

Uhler, Gerard M
Ulan, Martin S.
Ulman, Ferdinand
Ullman, Donald A.
Undang, Arnold
Urlock, John P., Jr.
Urspruch, William G.

V

Valentine, A. W.
Van Allan, Peter
Van Duzer, Roberta
Vansant, Bayard
Van Slyke, Amos R.
Veasey, John
Vehrencamp, E. L.
Velinsky, Sylvia Lois
Venick, Marvin L
Verchik, John Wm.
Vezina, Armand B.
Vicino, Dominic J.
Vidal, Manuel J.
Vilkas, Leo J.
Vinson, R. B.
Visel, C. G.
Vodenos, Philip N.
Volkman, Maurice M.
Volpe, William J.
Vogel, George
Vogel, Walter Wm.
Voigt, Herman A.
Vojik, Edward C.
Von Doelle, J. H., Jr.,
Vondracek, John W.
Voshell, William F.
Voshell, William Jr.
Voxakis, George C.

W

Wachsman, Irvin L.
Waddell, Samuel J.
Wagenheim, Zelick
Waggoner, Edgar G.
Wagman, Barlow J.
Wagman, Mishel H.
Wagner, Betty G.
Wagner, Fred. H. J.
Wagner, George W.
Wagner, Karl G.
Wagner, Charles H.
Wagner, Manuel B.
Wagner, Phyllis H.
Wagner, Raphael H.
Wailes, Henry S.
Wainger, Edward
Waitsman, Earl S.
Walb, Winfield A.
Walb, Winfield S.
Walch, Edward E.
Wald, Sheldon G.
Waldsachs, Joseph J.,
Waldman, Alvin M.
Waldman Jacob
Walker, Alfred
Walker, C. H.
Walker, Carl Samuel
Walker, Paul A.
Walker, R. H.
Wallace, Joseph T.
Waller, Irvin Robert
Waller, William J.
Wallis, Henry Hill
Wallis, Walter
Walman, Morris
Walsh, Richard J.
Waltemeyer, J. T.
Walter, James B., Jr.

*Deceased

Walter. Norman W.
Walton, Tracy McC.
Walts, David Y.
Waltz, Bradley H.
Waltz, George H.
Walz, Jacob L.
Walzer, Adolph
Waltzinger, A. F., Jr.
Wannenwetsch, J. F.
Waples, Wm. Ewing
Ward, Francis X.
Ward, Michael J.
Ward, Stark
Wareham, E. A.
Warfield, S. Roland
Warfield, Harry N.
Wargell, Walter F.
Warnefeld, Wm. H.
Warner, J. Lewis
Warner, William
Warren, Daniel A.
Warren, Jerome B.
Warren, J. Noble
Warrenfeltz, J. Fred.
Warrington, C. L., Jr.
Warshaw. Samuel E.
Wassell, Theodore J.
Wasserman, L. W.
Wasserman, Louis W.
*Watchman, H. H.
Waterman, H. E.
Waterman, R. H.
Waters, Charles C.
Waters, Joseph Thos.
Waters, James K.
Watkins, J. W.
Watkowski, Milton R.
Watts, C. C.
Watts, Edward N.
Watts, Howard C.
Watts, H. R.
Watts, John Wesley
Waxman. Milton M.
Way, J. Louis
Weaver, Frank H.
Weaver, Warren E.
Webb, James S.
Weber, Edward
Webster, Samuel E.
Webster, Thomas C.
Weeks, John A.
Wegad, Evelyn
Wehler, Randolph
Wehner, Daniel G.
Weinbach, Eugene C.
Weinberg, Harry
Weinberg, M. A.
Weinberg, Myron S.
Weinberg, Sydney G.
Weinberger, Sally D.
Weiner, Alex
Weiner, Bernard
Weiner, David
Weiner, Leon
Weiner, Martin
Weiner, Morton H.
Weiner, Solomon
Weiner, William
Weingarten, J. H.
Weinshenker, A.
Weinstein, Daniel D.
Weinstein, Jack J.
Weisberg, Ruth R.
Weiss, Bernard
Welch, Louis J. F.
Welland, Arthur I.
Wells, C. Milton
Wells, Henry C.
Wells, John S.
Welsh, Charles R.
Weltner, William
Wendel, H. George
Wenschhof, Donald E.
Werley, LeRoy D., Jr.
Wertheimer, Samuel
Wesley, Maris P.
Wesolowski, Frank J.
West, Charles C.
West, Fred Ralph
West, Henry A.
West, Erasmus
Wetchler, Solomon
Whaley, Wilson M. Jr.
Wharton, John C.
Wharton, Thomas P.
Wharton, Zodak P.
Whayland, Sewell H.
Wheeler, Ann W.
Wheeler, John B., III
White, Bernard N.
White, G. W.
White, E. Riall, Jr.
White, Luther
White, Marilyn J. W.
White, Pinkney M.
White, Thomas F.
White, Thomas N.
White, Geo. Spencer
Whitefield, James M.
Whiteley, Roland S.
Whiteley, William S.
Whitesell, Elwood E.
Whitesell, Reese E.
Whiteside, Wm. B.
Whitiker, C. Irwin
Whitley, L. B.
Whittaker, E. W.
Whittemore, Edwin
Whittle, G. W.
Whittle, Harry L.
Whittle, Thomas S.
Whittle, William A.
Whittlesey, Wm. H.
Wich, Carlton E.
Wich, Henry E.
Wich, J. Carlton
Wickes, H. O.
Wickham, John J.
Wiederkehr, Martin
Wiener, Maurice
Wienner, Herbert
Wight, F. L., Jr.
Wilder, Earle M.
Wildsmith, Thos. H.
Wiley, Robert Allen
Willer, Rose P.
Willer, William
Wilhelm, Clarence W
Wilkens, J. H.
Wilkerson, Albert R.
Willard, Jester J.
Wille, Harry R.
Williams, Alfred S.
Williams Arza G.
Williams, Clyde G.
Williams, Edward B.
Williams, William O.
Williamson, C .S.
Williamson, E. L.
Williamson, J. A.
Williamson, Richard J.
Willis, Henry N.
Willke, Herbert H.
Wilson, Franklin D.
Wilson, H. J.
Wilson, John Jacob
Wilson, Joseph A.
Wilson, Sister M. Joan of Arc
Wilson, W. M., Jr.
Wilson, W. W.
Wilson, Walter W.
Wilson, Wilfrid A. N.
Winakur, Arthur
Windsor, Lester D.
Winger, David Z.
Winger, Effie V.
Winkler, William H.
Winn, Solomon
Winslow, Edwards F.
Winstead, Oliver P.
Winter, Samuel
Winternitz, R. F.
Wirth, Ferdinand F., Jr.
Wishner, Arnold B.
Withers, James B.
Witt, Richard L.

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*Deceased

Wittik, Jerome S.
Witzel, John F.
Witzke, Carl H.
Witzke, Louis Henry
Wlodkowski, E. M. J.
Wode, Alvin E. W.
Woehner, Walter A.
Wojcik, Frank R.
Wolf, Charles A.
Wolf, D. Earl
Wolf, G. Ernest
Wolf, Nathan
Wolf, Robert F.
Wolfe, Eddie
Wolfe, G. H.
Wolfe, J. Albert
Wolfe, James J.
Wolfe, Morris
Wolfe, W. H.
Wolff, E. E.
Wolfovitz, Martin I.
Wolfovitz, Sam
Wollman, Joseph I.
Wolpert, Arthur
Wolsiewick, R. F.
Wood, Marguerite L.
Woltman, Enos Fred
Wong, Margaret
Wong, Ronald J.
Wood, Medford C.
Woodland, John C.
Woodman,
Harrison Payne
Woods, F. D.
Woodward J. S.
Woodward, J. S., Jr.
Woolford, Elmer B.
Wooten, R. O.
Worden, Lloyd G.
Worrall, Fred. W.
Worthington, Eugene
Wright, Fred N.
Wright, Henry D.
Wright, John H.
Wright, Joseph
Wright, Joseph E.
Wright, L. R.
Wright, Myron J.
Wright, Thomas G.
Wright, L. B., III
Wright, Lawrence M.
Wroth, Emory S.
Wyatt Blanche B.
Wylie. H. Boyd, Jr.

Y

Yager, Frank
Yaffe, Morris Robert
Yaffe, Samuel S.
Yaffe, Stanley J.
Yankeloff, Louis G.
Yarmack, Morris H.
Yarmosky, Jack J.
Yaros, Rudolph R.
Yee, Furn Suey
Yevzeroff, Benjamin
Yevzeroff, J. E.
Yohn, Charles R.
Yost, Frederick
Youch, Charles A.
Young, Charles L.
Young, Donald Roy
Young, George I, Jr.
Young, Paul Roscoe
Young, Ralph Victor
Yousem, Jonas J.
Yuscavage, Wm. J.

Z

Zajac, Walter C.
Zaleski, Raymond A.
Zalevsky, Sidney M.
Zalucky, Theodore B.
Zamecki, Robert J.
Zappulla, Santo A.
Zarych, Joseph F.
Zeller, Chas. B. Boyle
Zenitz, Barnard L.
Zentz, Milton
Zetlin, Henry
Zerofsky, Frank
Zerofsky, Harold
Zervitz, Max M.
Zerwitz, Irving F.
Zerwitz, Sidney
Ziegler, Charles L.
Ziegler, John H.
Zilber, S. Nathan
Zimmer, David J.
Zimmerman, E. R.
Zimmerman, E. F.
Zimmerman, L. M.
Zimmerman, M. I.
Zimmerman, T. E.
Zimnoch, Francis X.
Zinberg, Milton M.
Zink, William P.
Zolenas, A. J., Jr.
Zuchowski, Victor L.
Zucker, Paul
Zukerberg, Morris
Zulty, Joan H.
Zvares Simon

REGISTERED ASSISTANT PHARMACISTS IN MARYLAND

The following list of Assistant Registered Pharmacists is furnished by and with the authority of the Maryland Board of Pharmacy, and every care has been taken to make the list accurate in every detail. However, should any errors be noted, please notify the Secretary of the Maryland Board of Pharmacy, 301 West Preston Street, Baltimore, Maryland.

A

Adalman, Philip
Adams, E. Raymond
Albert, Arleigh H.
Amberg, Richard O.
Anderson, W. A.

B

Baker, Harry B.
Baker, James I.
Balmert, Frank C.
Barr, William W.
Barrett, Francis O.
Barrow, Edward W.
Bell, Elizabeth A.
Bercowitz, B. J.
Bere, J. G.
Bernstein, Joseph
Biggs, Eldridge F.
Blatt, Henry
Blizzard, Ella M.
Boone, Wiley James
Bowmeyer, Alvin S.
Brandenburg, L. R.
Briele, August Kern
Brille, F. R.
Brooks, Homer C.
Brown, Emma H.
Brown, William
Bryan, Arthur H.
Buffington, Mrs. M.E.
Burton, Perry P.
Buschman, Geo. W.

C

Caldwell, Gerald E.
Caplan, Abraham
Carter, Clarence L.
Chaires, Clifton M.
Cherry, John M.
Christ, Edwin L.
Christopher, H. B.
Cizek, George
Clarke, Hugh V.
Cohen, Morris G.
Collenberg, Girdwood
Colona, Clarence J.
Colston, Benjamin A.
Copes, James
Corbett, E. S.
Cotter, Edward F.
Councell, E. W.
Crammer, D. Preston
Cronin, T. Arthur
Crowther, Aloha H.
Cutchin, William M.

D

Davis, Edward Mann
Davis, Robert G.
Dayhoff, Edward B.
Deal, Justin
Deiter, Louis V.
Dentelhauser, L. T.
Derry, John W.
Dickinson, Frank M.
Diggs, Paul A.
Dougherty, Carl E.
Dryden, William H.

E

Easton, Maurice C.
Edwards, Gustav A.
Eichner, George W.
Eselhorst, Albert R.

F

Fearson, E. T.
Fehler, Charles E.
Fehler, John F.
Feitelberg, Samuel L.
Fields, William A.
Fiske, Christian
Flack, Herbert L.
Flounders, Mark E.
Flynn, Paul Francis
Forein, Belle
Forsythe, William F.
Fox, Lester
Fox, William R.
Frazier, Henderson S.
Full, R. F.
Funk, John W.

G

Gilmer, Franklin S.
Glantz, Hiram A.
Glick, S. Shipley
Goldman, Samuel M.
Green, William F.
Grote, Francis C. E.

H

Hague, Aldred E.
Habliston, Charles C.
Harley, John V.
Hassen, John E.
Heise, John E.
Heise, Fred H.
Herman, Mrs. H. G.
Hersey, Walter H.
Hicks, F. I.
Hinton, George H.
Hipsley, Oscar
Holewinski, John A.
Holloway, M. A.
Hood, Thomas E.
Hope, John W.
Hopkins, Annie M.
Horn, Amanda I.
Hughes, Harry C.
Hughes, Ephraim G.
Humphreys, Wm. G.
Humphreys, W. B.
Hunter, Livingston O.
Hurd, A. E. S.

I

Ichniowski, Casimer T.
Ireland, Philip B.

J

Jester, Henry F.
Jones, Albert B.
Jones, Howard Wm.
Jones Paul C.

K

Kahn, Edmund
Kammerer, Wm. H.
Keenan, Robert
Keenan, Walter S.
Keller, J. E.
Kinner, Harold C.
Kirby, Robert M.
Klepper, Charles F.
Klink, John C.

Kolb, Edwin
Kolb, Walter R.
Kremer, Isaac
Kress, Milton B.

L

Lambden, Francis A.
Lankford, Henry M.
Lautenbach, F., Jr.
Lautenbach, Geo. W.
Leary, Anna W.
Leberman, S. K. L.
Lee, Russell E.
Leiva, Carlos E.
Lemke, William F.
Lennan, Samuel C.
Levin, Milton
Lewisson, Harry
Lilly, W. I.
Lingo, Robert W.
Litsinger, Vernon L.
Lloyd, George A.
Lytle, E. C.

M

McClenny, Dick C.
McCormick, Arthur F.
McDonald, Joseph F.
McKay, Wm. Kenny
McKenna, W. C.
Mace, W. S.
Machin, Frank H.
Main, Clarence Z.
Marek, Charles D.
Marley, John V.
Martz, Wm. E.
Matthew, W. S.
Mayer, Fred
Mayers, Harry J.
Meck, Charles H.
Meredith, Charles L.
Meyers, George
Michael, V. B.
Michael, M. Harlan
Mikules, Cordelia L.
Millet, Joseph
Minchewer, W. H.
Moore, Sarah S.
Morgan, Walter L.
Mullikin, John F.
Mund, Maxwell H.
Murphey, Joseph A.

N

Newman, George L.
Newmeyer, Alvin S.
Norton, John C.
Nusbaum, Clement I.

O

Otto, Harry C.

P

Parker, George H.
Parr, Newton I.
Payntel, Clara S. M.
Petts, George E., Jr.
Pharr, D. C.
Phillips, Benton S.
Phillips, Edwin J.
*Pilson, Florence S.
Porterfield, Milton P.
Powers, John W.
Powers, James W.
Pressler, W. H.
Price, Roscoe D.
Proctor, S. Howard

Q

Quinn, Egbert L.
Quinn, J. Louis

R

Raiva, Philip
Ramsay, Thomas L.
Rauck, Arthur E.
Rauth, John Wm.
Raynor, Clark S.
Reckitt, Charles E.
Renanhan, John L.
Richardson, L. A.
Riff, Charles
Ritch, Thomas W.
Robinson, H. M., Jr.
Robinson, James
Rowe, Grace E.
Rubin, Mortimer M.
Rudo, Nathan
Ruhl, Emma
Russel, W. M.

S

Sacks, Milton S.
Sanders, Albert J.
Sauer, Mary Louisa
Saunders, Thomas S.
Schnabel, William T.
Schochet, George
Schulte, August W.
Schwartz, Daniel J.
Scott, Virginia P.
Sears, Florence
Sencendiver, Jacob P.
Sharrett, George O.
Sheman, George P.
Shipley, Samuel H.
Shivers, M. L.
Siscovick, Milton
Skilman, L. G.
Smith, J. Moseley
Smith, Leroy A.
Sprague, Lewis H.
Stacey, T. E., Jr.
Staling, J. C.
Stanward, M. Benton
Stevenson, W. H.
Stimmer, Richard E.
Stiner, Wilbur C.
Stouffer, Clyde R.
Stouffer, Rankin
Strause, Geo. Alvin
Suter, Louis A.

T

Talbott, D. Russell
Taylor, James Alfred
Thomas, George W.
Thome, E. Reynolds
Thompson, Jerome J.
Thompson, Oma M.
Thomson, J. A.
Todd, Arch McA.
Totz, Hammond
Toulson, Hattie I.
Toy, Arthur T.
Trail, Edith I.
Trainor, William J.
Trattner, James N.
Troxel, Effie M.

V

Von Helms, Ernest
Vosatka, John

W

Walch, William F.
Walter, J. W.
Waltham, Alan P.
Walton, H. Webster
Ward, Harry E.
Watts, S. Tarlton
Weaver, Harry C., Jr.
Weaver, Lincoln R.
Weller, Argie G.
Weller, Charles G.
Weller, Harry
Wenderoth, Edwin P.
White, Earle C.
White, Robert C.
Wiggers, Clarence H.
Wiernik, Clarence
Williams, Amos C.
Williams, C. D.
Wilson Joseph O.
Wolf, Alan G.
Woodward, C. P.
Wrenick, Clarence
Wright, Edna Kirk
Wright, Loretto
Wright, Walter T.

Y

Young, H. W.

Z

Zacharias, Edwin

*Deceased

OFFICERS OF THE ASSOCIATION SINCE ITS ORGANIZATION

Presidents

1883—J. J. Thomsen
1884—D. C. Aughinbaugh
1885—E. Eareckson, M. D.
1886—A. J. Corning
1887—William Simon, M. D.
1888—J. Walter Hodges
1889—M. L. Byers
1890—E. M. Foreman
1891—Columbus V. Emich
1892—John Briscoe, M. D.
1894—John F. Hancock
1895—Henry J. Hynson
1896—H. B. Gilpin
1897—W. C. Powell
1898—Robert S. McKinney
1899—A. R. L. Dohme
1900—Wm. E. Turner
1901—Louis Schulze
1902—J. Webb Foster
1903—W. E. Brown
1904—H. Lionel Meredith
1905—M. A. Toulson
1906—J. E. Hengst
1907—Owen C. Smith
1908—W. M. Fouch
1909—John B. Thomas
1910—Charles Morgan
1911—James E. Hancock
1912—D. P. Schindel
1913—J. Fuller Frames
1914—J. F. Leary
1915—Geo. A. Bunting
1916—Thomas M. Williamson
1917—Eugene W. Hodson
1918—W. H. Clarke
1919—D. R. Millard
1920—G. E. Pearce
1921—R. E. L. Williamson
1922—A. L. Lyon
1923—C. L. Meyer
1924—W. K. Edwards
1925—S. Y. Harris
1926—H. A. B. Dunning
1927—Harry R. Rudy
1928—Howell W. Allen
1929—Geo. W. Colborn, Jr.
1930—L. S. Williams
1931—Wm. B. Spire
1932—L. M. Kantner
1933—L. V. Johnson
1934—Andrew F. Ludwig
1935—Harry W. Matheney
1936—Melville Strasburger
1937—Robert L. Swain
1938—A. A. M. Dewing
1939—A. N. Hewing
1940—Lloyd N. Richardson
1941—T. Ellsworth Ragland
1942—Elmer W. Sterling
1943—Frank L. Black
1944—Ralph C. Dudrow
1945—Harry S. Harrison
1946—Albin A. Hayman
1947—Charles S. Austin, Jr.
1948—Milton J. Fitzsimmons
1949—Nelson G. Diener
1950—Howard L. Gordy
1951—William E. Waples
1952—Manuel B. Wagner
1953—Otto W. Muelhause
1954—Lester R. Martin
1955—Hyman Davidov
1956—Frank J. Macek
1957—George M. Schmidt
1958—Frank Block
1959—Gordon A. Mouat

First Vice-Presidents

1883—C. W. Crawford
1884—Steiner Schley
1885—Levin D. Collier
1886—Joseph B. Boyle
1887—C. W. Crawford
1888—C. H. Redden
1889—D. M. R. Culbreth
1890—Chas. Caspari, Jr.
1891—John Briscoe, M. D.
1892—T. W. Smith
1894—Henry P. Hynson
1895—J. W. Cook
1896—Robert S. McKinney
1897—W. S. Merrick
1898—August Schrader
1899—C. C. Waltz
1900—L. R. Mobley
1901—J. Webb Foster
1902—M. A. Toulson
1903—Owen C. Smith
1904—Mercer Brown
1905—Henry Howard
1906—A. L. Pearre
1907—J. H. Farrow
1908—J. G. Beck
1909—W. C. Aughinbaugh
1910-11—D. P. Schindel
1912—J. Fuller Frames
1913—J. D. Stotlemeyer
1914—G. A. Bunting
1915—Thomas M. Williamson
1916—Eugene W. Hodson
1917—W. H. Clarke
1918—D. R. Millard
1919—G. E. Pearce
1920—R. E. L. Williamson

First Vice-Presidents

(Continued)

1921—E. Riall White
1922—C. L. Meyer
1923—W. K. Edwards
1924-25—H. A. B. Dunning
1926—H. R. Rudy
1927—Howell W. Allen
1928—George W. Colborn, Jr.
1929—L. S. Williams
1930—W. B. Spire
1931—L. M. Kantner
1932—L. V. Johnson
1933—Andrew F. Ludwig
1934—Harry W. Matheney
1935—Melville Strasburger
1936-1937—A. A. M. Dewing
1938—A. N. Hewing
1939—Lloyd N. Richardson
1940—T. E. Ragland
1941—Elmer W. Sterling
1942—Frank L. Black
1943—Ralph C. Dudrow
1944—Harry S. Harrison
1945—Albin A. Hayman
1946—Charles S. Austin, Jr.
1947—M. J. Fitzsimmons
1948—Nelson G. Diener
1949—Howard L. Gordy
1950—William E. Waples
1951—Manuel B. Wagner
1952—Otto W. Muehlhause
1953—Lester R. Martin
1954—Hyman Davidov
1955—Frank J. Macek
1956—George M. Schmidt
1957—Frank Block
1958—Gordon A. Mouat
1959—Harold M. Goldfeder

Second Vice-Presidents

1883—Thomas W. Shryer
1884—A. J. Corning
1885—Henry R. Steiner
1886—John T. Wooters
1887—J. Walter Hodges
1888—J. F. Leary
1889—Joseph B. Garret
1890—D. C. Aughinbaugh
1891—F. A. Harrison
1892—J. Fuller Frames
1894—C. B. Henkel, M. D.
1895—George E. Pearce
1896—Steiner Schley
1897—Louis Schulze
1898—Eugene Worthington
1899—John M. Weisel
1900—J. F. Leary
1901—E. T. Reynolds
1902—W. J. Elderdice
1903—Alfred Lapouraille
1904—H. L. Troxel
1905—J. J. Barnett
1906—Alfred Lapouraille
1907—W. C. Carson, M. D.
1908—Franz Naylor
1909—W. G. Lowry, Jr.
1910—R. E. L. Williamson
1911—J. D. Stotlemeyer
1912—Henry Howard
1913—Geo. A. Bunting
1914—Henry Howard
1915—Eugene W. Hodson
1916—C. K. Stotlemeyer
1917—D. R. Millard
1918—G. E. Pearce
1919—R. E. L. Williamson
1920-21—J. W. Westcott
1922—W. K. Edwards
1923—H. A. B. Dunning
1924—S. Y. Harris
1925—L. L. Kimes
1926—Howell W. Allen
1927—Geo. W. Colborn, Jr.
1928—L. S. Williams
1929—Wm. B. Spire
1930—L. M. Kantner
1931—L. V. Johnson
1932—A. F. Ludwig
1933—Harry W. Matheney
1934—Melville Strasburger
1935—A. A. M. Dewing
1936-37—A. N. Hewing
1938—Lloyd N. Richardson
1939—T. E. Ragland
1940—E. W. Sterling
1941—Frank L. Black
1942—Ralph C. Dudrow
1943—Harry S. Harrison
1944—Albin A. Hayman
1945—Charles S. Austin, Jr.
1946—M. J. Fitzsimmons
1947—Nelson G. Diener
1948—Howard L. Gordy
1949—William E. Waples
1950—Manuel B. Wagner
1951—Arthur C. Harbaugh
1952—Lester R. Martin
1953—Hyman Davidov
1954—Frank J. Macek
1955—George J. Schmidt
1956—Frank Block
1957—Gordon A. Mouat
1958—Harold M. Goldfeder
1959—Norman J. Levin

Third Vice-Presidents

1883—Hugh Duffy
1884—Levin D. Collier
1885—T. W. Smith
1886—J. Walter Hodges
1887—Henry A. Elliott
1888—John Briscoe, M. D.
1889—E. M. Foreman
1890—J. F. Hancock
1891—J. E. Henry
1892—C. B. Henkel, M. D.
1894—George E. Pearce
1895—J. W. Smith
1896—Thomas H. Jenkins
1897—A. Eugene DeReeves
1898—C. C. Ward, M. D.
1899—C. H. Michael
1900—W. E. Brown
1901—O. G. Schuman
1902—W. R. Jester
1903—Henry Howard
1904—Wm. D. Campbell
1905—W. S. Carson, M. D.
1906—A. J. Keating
1907—J. D. Stotlemeyer
1908—H. R. Rudy
1909—E. Riall White
1910—J. P. Keating
1911—W. M. Carson, M. D.
1912—John G. McIndoe
1913—W. H. Clarke
1914—E. W. Hodson
1915—C. K. Stotlemeyer
1916—John I. Kelly
1917—G. E. Pearce
1918—R. E. L. Williamson
1919—J. W. Dorman
1920-21—W. K. Edwards
1922—H. A. B. Dunning
1923—J. H. Farlow
1924—A. C. Lewis
1925—A. N. Hewing
1926—G. W. Colborn, Jr.
1927—L. S. Williams
1928—Wm. B. Spire
1929—L. M. Kantner
1930—L. V. Johnson
1931—A. F. Ludwig
1932—Chas. D. Routzahn
1933—Melville Strasburger
1934—A. A. M. Dewing
1935—A. N. Hewing
1936-1937—Lloyd N. Richardson
1938—T. E. Ragland
1939—Elmer W. Sterling
1940—Frank L. Black
1941—Ralph C. Dudrow
1942—Harry S. Harrison
1943—Frederick B. Eason
1944—Charles S. Austin, Jr.
1945—Milton J. Fitzsimmons
1946—Nelson G. Diener
1947—Howard L. Gordy
1948—William E. Waples
1949—Manuel B. Wagner
1950—Arthur C. Harbaugh
1951—Otto W. Muehlhause
1952—Hyman Davidov
1953—Frank J. Macek
1954—George M. Schmidt
1955—Frank Block
1956—Gordon A. Mouat
1957—Harold M. Goldfeder
1958—Norman J. Levin
1959—Victor H. Morgenroth, Jr.

Secretaries

1883—John W. Geiger
1884-88—M. L. Byers
1889-94—John W. Geiger
1895—J. F. Hancock
1896—Henry Maisch
1897-99—Charles H. Ware
1900—Louis Schulze
1901—02—Owen C. Smith
1903—Louis Schulze
1904—Owen C. Smith
1905—Louis Schulze
1906—Owen C. Smith
1907-1942—E. F. Kelly
1942-52—Melville Strasburger
1953-59—Joseph Cohen

Treasurers

1883-85—E. Walton Russel
1886-94—Samuel Mansfield
1895—Henry B. Gilpin
1896-98—D. M. R. Culbreth
1899-1900—W. M. Fouch
1901—J. R. Beck
1902-05—H. R. Rudy
1906—G. C. Wisotzki
1907-13—J. W. Westcott
1914-23—S. Y. Harris
1924-29—G. P. Hetz
1930-1936—Harry S. Harrison
1937-1953—J. F. Wannenwetsch
1954-55—Gordon A. Mouat
1956-59—John F. Wannenwetsch

Editors

1925-1939—Robert L. Swain
1939-1952—Melville Strasburger
1953-59—Joseph Cohen

MARYLAND PHARMACEUTICAL ASSOCIATION

ROLL OF MEMBERS

Active Members—As Of October 1, 1959

(The following addresses are in Baltimore with Zone No. following street, unless otherwise designated.)

Aaronson, Alfred I.	3729 S. Hanover St., 25
Abramowitz, Robert	2401 E. Federal St., 13
Abramson, Aaron	5562 Silver Hill Rd., Washington 28, D. C.
Agnew, Max	139 E. Main St., Frostburg
Albrecht, Walter E.	310 Maple Rd., Linthicum Heights
Albrecht, William F.	7423 Baltimore Ave., College Park
Alexander, Latimore B.	1307 Francis Ave., 27
Allen, C. Murray	243 Virginia Ave., Cumberland
Alpern, Elwin H.	1504 15th Street, Odenton
Ansell, Max S.	24 E. Madison St., 2
Apitz, Fred W.	6227 Charles Street Ave., 12
Applestein, Frank	1045 N. Fulton Ave., 17
Asbill, John L.	401 Washington Ave., 4
August, Henry J.	7300 School Ave., 22

Bailey, Halcolm S.	8th St. & Phila. Ave., Ocean City
Balassone, Francis S.	4323 Glenmore Ave., 6
Bambrick, Vincent C.	154 Race St., Cambridge
Barshack, Jack	1431 Fuselage Ave., 20
Batie, A. Lester	126 Washington Ave., Laurel
Baxter, Robert E.	Mountain Rd., Pasadena
Beitler, Ben	423 Patapsco Ave., 25
Beitler, Leonard	4300 Ritchie Hgwy., 25
Belford, Joseph	1601 Edmondson Ave., 23
Berlin, Alvin	Routes 97 & 108, Olney
Berman, Abraham S.	4512 Erdman Ave., 13
Berman, Frederic, T.	3407 Hamilton Ave., 14
Bialek, Ted	6480 New Hampshire Ave., Takoma Park
Binstock, Albert	8301 Harford Rd., 14
Bishop, Davis N.	6305 Sherwood Rd., 12
Bixler, Richard S.	44 W. Main St., Westminster
Block, Frank	1524 Cypress St., 26
Block, Samuel G.	2901 E. Baltimore St., 24
Blough, Myron E.	620 Lincoln St., Cumberland
Blum, Abraham	305 N. Eutaw St., 1
Bookoff, Morris	1034 York Rd., 4
Borcherding, William	1714 Northern Parkway, 12
Bourne, Benjamin P.	809 Viers Mill Rd., Rockville
Braden, A. Wayne	920 Ellsworth Drive, Silver Spring
Brazius, Joseph V.	301 S. Broadway, 31
Brice, C. Carroll, Jr.	110 West St., Annapolis
Brownstein, Milton J.	6901 York Rd., 12
Brunnett, W. L.	6222 Balto. Ave., Riverdale
Bunting, George A.	4412 Charles St Ave., 18

Caplan, Bernard S.	7202 Dundalk Ave., 22
Caplan, Carl C.	142 Eastern Ave., 21
Carmel, Joseph	4352 Park Heights Ave., 15
Cavocos, Andrew T.	1001 W. 36th St., 11
Cermak, Jerome J.	3500 Pelham Ave., 13
Chandler, N. W.	7037 Defense Hgwy, Landover Hills
Chatkin, Robert H.	401 Summit Ave., Hagerstown
Cherricks, Robert V.	107 West Greene St., Snow Hill

Cherry, Bernard	4627 Harford Rd., 14
Cheslow, Nathan I.	110 Patapsco Ave., 25
Chodnicki, Marion R.	35 N. Milton Ave., 24
Clark, Frank B.	Ellerslie, Md.
Cohen, Bernard I.	2308 N. Fulton Ave., 17
Cohen, Hershel	201 W. Franklin St., 1
Cohen, Irving I.	5511 Oregon Ave., 27
Cohen, Joseph	650 W. Lombard St.
Cohen, Nathan	1828 E. Baltimore St., 31
Cohen, Samuel	1645 E. Baltimore St., 31
Cohen, Samuel	1301 N. Charles St., 1
Coleberg, Carl L.	Main St., Preston
Combs, Joseph L., Jr.	5925 York Road, 12
Connor, T. F.	6933 Laurel Ave., Takoma Park
Connor, William J.	Commerce St. & Railroad Ave., Centreville
Cooley, William A.	201 Valley St., Cumberland
Cooper, Howard E.	501 Decatur & Frederick Sts., Cumberland
Cooper, Morris L.	Park & North Avenue, 17
Cragg, James P., Jr.	4505 Manordene Rd., 29
Crandall, Charles R.	50 State Circle, Annapolis
Crozier, John A.	901 Curtain Ave., 18
Cummings, M. E.	Lake Shore & Mountain Rd., Pasadena
Curtis, Harry Jackson, Jr.	149 Market St., Pocomoke City
Danoff, Abe	1645 E. Baltimore St., 31
Davidov, Hyman	900 N. Charles St., 1
Davidov, Louis	5115 Roland Ave., 10
Davis, A.	4500 Edmondson Ave., 29
Davis, Robert L.	327 Main St., Crisfield
Deans, John	Prince William & Main Sts., Princess Anne
Dechter, Gerald Y.	8660 Piney Branch Rd., Silver Spring
Dembo, Julius L.	2200 Jefferson St., 5
Dickman, Arnold	2300 Edmondson Ave., 23
Diener, Nelson G.	2925 Thorndale Ave., 15
Donaldson, John E.	77 "P" St., N. E., Washington 2, D. C.
Dorsch, Joseph U.	3514 Edmondson Ave., 29
Doub, O. Calvin	101 E. Baltimore St., 2
Dougherty, John H., Jr.	370 Main St., Laurel
Dougherty, Leon P.	P. O. Box 184, Cumberland
Drapkin, Leon I.	8706 Flower Avenue, Silver Spring
Drennen, J. Holly	8 S. Main St., Port Deposit, Md.
Drug Fair Drug Stores	1200 E. Eads St., Arlington 2, Va.
Drukman, Herman B.	6651 Belair Rd., 6
Dunn, C. G.	Kent Island Shopping Center, Stevensville
Dunning, Charles A.	1030 N. Charles St., 1
Dunning, Fitzgerald	1030 N. Charles St., 1
Dunning, H. A. B.	1030 N. Charles St., 1
Dunning, H. A. B., Jr.	1030 N. Charles St., 1
Eason, Frederick B.	Town Point, Cambridge
Eckhardt, Henry	301 Marydell Rd., 29
Edell, Marvin L.	1008 E. Lombard St., 2
Eichberg, Daniel M.	5500 Park Heights Ave., 15
Eldridge, Mrs. Bertha Jean	7200 North Point Rd., 19
Elliott, Donald B.	19 Ann Drive, Westminster, Md.
Englander, Clinton W.	8 Alder St., Oakland
Fainberg, A. J.	Mills Bldg., 17th Penna., N.W. Wash., 34, D. C.
Fainberg, Edward	7542 Belair Rd., 6
Fedder, Donald	201 Wise Ave., 22

Fedder, Eli .... 1210 Reisterstown Rd., 8
Feldman, Charles W. .... 1535 W. Lexington St., 23
Feldman, Milton H. .... 900 N. Gilmor St., 17
Fine, Jerome L. .... 2333 Anoka Ave., 15
Fink, Francis T. .... Martin Blvd. & Compass Rd., 20
Finkelstein, Karl H. .... 300 Main St., Laurel
Fisher, Edward H. .... 105 S. Baltimore Ave., Ocean City
Fisher, Philip E. .... Route 2, Berlin
Fitzsimmons, Milton J. .... Ellicott City
Fogg, Frank E. .... 216 Market St., Denton
Folus, Irving .... 5926 Riggs Rd., Hyattsville, Md.
Foss, Noel E. .... 636 W. Lombard St., 1
Foster, Carroll P. .... 6327 Belair Rd., 6
Franzone, F. .... 8701 Flower Ave., Silver Spring
Freed, Irving .... 930 Whitelock St., 17
Freitag, H. Homer .... 212 E. Cross St., 30
Fribush, Sidney .... 16 N. Jonathan St., Hagerstown
Friedman, Albert .... 1003 S. Sharp St., 30
Friedman, Gilbert I. .... 1531 Madison Ave., 17
Friedman, Milton A. .... 100 S. Poppleton St., 1
Friedman, Nathan J. .... 701 N. Gay St., 2

Gaboff, Benjamin .... 20 N. High St., 2
Gadol, Ellis .... 10128 Colesville Rd., Silver Spring
Gakenheimer, Albert C. .... Cockeysville, Md.
Gakenheimer, Herbert E. .... 8th & D St., Sparrows Point, Md.
Gardner, Michael F. .... 253 S. Washington St., 31
Gaver, Paul G. .... 100 W. University Pkwy., 10
Geraghty, James T. .... Main St., Rock Hall, Md.
Gelrud, Jack .... 6 Coral Drive, North Lexington Park, Md.
Glaeser, Henry J., Jr. .... 1 Westminster St., Manchester, Md.
Glaser, Louis L. .... 511 Avondale Rd., 22
Gleiman, Irvin J. .... 1939 Madison Ave., 17
Gluckstern, Wilfred H. .... 1034 York Road, 4
Glushakow, Jacob .... 2244 Annapolis Rd., 30
Goldberg, Milton .... 3903 Hollins Ferry Road, 27
Goldfeder, Harold M. .... 5620 Kenilworth Ave., Riverdale
Golditch, Henry M. .... 2447 E. Preston St., 13
Goldman, Harold K. .... 1301 W. North Ave., 17
Goldstein, Albert .... 6112 Central Ave., Capitol Hgts., Md.
Goldstein, Sam A. .... 1100 N. Calhoun St., 17
Goodman, Irvin .... 55 E. Main Street, Westminster, Md.
Goodman, Leon .... 524 N. Gay St., 2
Gordon, Jack B. .... 1801 W. Pratt St., 23
Gordy, Howard L. .... 213 E. Main St., Salisbury, Md.
Greenberg, Albert G. .... 5002 Ritchie Hgwy., 25
Greenberg, Harry .... 5451 Belair Rd., 6
Greenberg, Leon .... 50 Old Annapolis Rd., Severna Park, Md.
Greenberg, S. W. .... 4692 Suitland Road, Washington 20, D. C.
Greenfeld, David .... 5201 Windsor Mill Road, Balto., 7
Grief, Daniel .... 1625 Wilkens Avenue, 23
Grossman, Bernard B. .... 1655 N. Monroe St.
Grubb, John E. .... 11181 Viers Mill Rd., Wheaton, Md.
Gruz, Nathan I. .... 5817 Merville Avenue, 15
Guild, Cecil E. .... 44 W. Main St., Westminster, Md.

Hahn, Albert G. .... 324 W. Saratoga St., 1
Handelman, Louis .... 1001 N. Chase St., 1
Hanks, Carleton W. .... 221 Maryland Ave., Cumberland
Harbaugh, Arthur C. .... 872 Mulberry Ave., Hagerstown
Harman, Richard T. .... 5606 Main St., 27

Harris, Morris	5119 Queensbury Ave., 15
Hayes, William Bradford	507 Mace Ave., 21
Hayman, Albin A.	Main & Lake Sts., Salisbury
Hayman, Thomas J.	415 Forest Lane, Salisbury, Md.
Heer, Wilmer J.	2724 Harford Rd., 18
Heller, Lawrence	La Plata, Md.
Hendelberg, I. J.	4637 York Rd., 12
Henderson, Marvin W.	7401 Harford Rd., 14
Hendler, L. Manuel	1100 E. Balto. St., 2
Hill, Wm. C.	30 E. Dover St., Easton
Hilliard, M. Evans	4943 Belair Rd., 6
Hoffman, Sylvan A.	2658 Huntingdon Ave., 11
Holmes, Everett J.	3133 W. Belvedere Ave., 15
Hopkins, Charles H.	7 York St., Tanneytown
Horne, Peyton N.	32 N. Washington St., Easton

Israelson, Rubin H.	2301 Hollins St., 23

Jacobs, Eugene	2401 E. Jefferson St., 5
Johnson, Clyde G.	Somerset Ave. & Prince Wm. St., Princess Anne
Johnson, Jerome H.	5926 Riggs Rd., Hyattsville
Judy, Eugene	2 Byrd Avenue, Cumberland

Kahn, Reuben	1722 Wilkens Ave., 23
Kalb, Francis P.	4419 Kenwood Ave., 6
Kamanitz, Irvin L.	100 West Main St., Salisbury
Kamenetz, Irvin	6913 Belair Rd., 6
Kaminski, Felix H.	3138 O'Donnell St., 24
Kammer, William H.	701 E. Preston St., 2
Karasik, William	Prince George Ave., & Balto. Blvd., Beltsville
Karpa, Jerome Jay	1827 New Eastern Blvd., 21
Karpa, Maurice J.	1402 Reisterstown Rd., Pikesville 8, Md.
Karr, William Stanley	9515 Harford Rd., 14
Katz, Gabriel E.	9925 Rhode Island Ave., College Park, Md.
Kaufmann, Frank A.	401 York Rd., Towson 4, Md.
Kaufman, Stanley L.	911 Beechfield Ave., 29
Keech, Robert P.	600 Virginia Ave., Cumberland
Kehs, Gordon L.	301 E. Baltimore St., 2
Kellough, Elmer R., Jr.	501 Decatur St., Cumberland
Kellough, G. Wilson	3134 W. North Ave., 16
Kerpelman, Isaac E.	722 S. Salisbury Blvd., Salisbury
Kirson, Jerome	743 N. Central Ave., 2
Kitchin, William Y.	60 West St., Annapolis, Md.
Klavens, Elmer	800 W. Fayette St., 1
Klavens, Sidney R.	1117 Light St., 30
Kelpfish, Milton A.	1501 Homestead St., 18
Kline, Bernard B.	8309 Grubb Rd., Silver Spring
Kling, Herman M.	2245 E. Fayette St., 31
Klingel, Mrs. R. M.	101 Cheapside St., 2
Klotzman, Alfred	1041 Edmondson Ave., 23
Knepper, F. C.	5162 East Moor Rd., Salt Lake City 17, Utah
Kobin, Benjamin	1000 West Cross St., 30
Koons, George S.	31 Concocheague St., Williamsport
Kosakowski, Chester G.	635 S. Lakewood Ave., 24
Kramer, Morris	1801 W. Lexington St., 23
Kratz, John C., Jr.	7824 Ellenham Rd., 4
*Kraus, L. H.	400 S. Division St., Salisbury
Krieger, Max A.	7810 Harford Rd., 14
Kriger, Benjamin	532 N. Charles St., 1
Kronthal, Jacob L.	2444 E. Biddle St., 13

* Deceased

Kroopnick, Godfrey D.	930 Whitelock St., 17
Krucoff, Maxwell A.	1300 N. Fremont Ave., 17
Krusniewski, B. A.	901 Eastern Ave., 21
Lachman, Bernard B.	5024 Park Heights Ave., 15
Lamkin, Howard C.	1337 W. Lombard St., 23
Lapin, Bernard J.	2701 Old North Point Rd., 22
Latona, Salvatore J.	4007 34th St., Mt. Rainier
Lawlor, Henry William	Charles Theatre Bldg., LaPlata, Md.
Lawson, Alfred M.	5802 Baltimore Ave., Hyattsville
Layden, William	2140 W. Baltimore St., 23
Lazarus, Leon J.	401 Eastern Ave., 21
Lebson, David	4605 Edmondson Ave., 29
Lebson, Hyman	4605 Edmondson Ave., 29
Lemler, Abraham A.	1401 W. Lanvale St., 17
Levin, Arthur	101 N. Washington St., Havre de Grace, Md.
Levin, Barry S.	2101 Garrison Blvd., 16
Levin, Benjamin S.	6306 Eastern Ave., 24
Levin, Bernard	910 Leeds Ave., 29
Levin, Harold P.	537 E. 41st St., 18
Levin, I. Alvin	4623 Reisterstown Rd., 15
Levin, Jack B.	5910 Liberty Rd., 7
Levin, Norman J.	1407 Reisterstown Rd., Pikesville
Levin, Theodore	Poplar Grove & Lafayette Ave., 16
Levine, Jay E.	1929 Virginia Ave., Hagerstown, Md.
Levinson, Henry	721 Poplar Grove St., 16
Levitis, Louis	11401 Georgia Ave., Silver Spring
Levy, Abraham M.	1612 Kelly Ave., 9
Leyko, Gregory W. A.	2501 W. Baltimore St., 23
Libowitz, Aaron M.	4901 Belair Rd., 6
Lichter, George	4709 Garrison Blvd., 15
Lieb, Frank J.	1600 S. Charles St., 1
Lillich, Mrs. Anna L.	3 Center Place, 22
Lindenbaum, Louis	515 S. Camp Meade Rd., Linthicum
Lindenbaum, Morris	Reisterstown, Md., 5 Main Street
Lohmeyer, Lloyd W.	390 W. Main St., Crisfield
Lynn, Norman B.	226 E. Diamond St., Gaithersburg
Lyon, G. Taylor	330 St. John St., Havre de Grace

McCagh, Frank L., Jr.,	101 N. Centre St., Cumberland
McComas, J. Ross	8642 Loch Raven Blvd., Towson
McMichael, James E.	911 S. Oldtown Rd., Cumberland
Macek, Frank J.	1736 Aliceanna St., 31
Macks, Ben H.	436 Eastern Ave., 21
Magiros, John G.	Rogers Ave., Route 40, Ellicott City
Maisenhalder, Edward C.	21 S. Main St., Belair
Malanowski, Benedict C.	2245 Eastern Ave., 31
Malone, William W.	39 W. Main St., Hancock
Manheimer, Raymond B.	2502 Eutaw Place, 17
Marcus, Michael	2021 W. Pratt St., 23
Marek, Anton C.	701 N. Lakewood Ave., 5
Markin, Samuel	1501 East 33rd St., 18
Markley, Edward B.	3701 Falls Rd., 11
Martin, Lester R.	Winchester Rd., R. D. 5, Cumberland
Martin, Robert J.	1068 Natl. Highway, Levale
Mask, Jerome	2701 Old North Point Rd., 22
Mayer, Alexander M.	3335 Dolfield Ave., 15
Meeth, John T.	3255 Frederick Ave., 29
Mendelson, Herman	6120-30 Georgia Ave., N. W., Wash., D. C.
Mendelsohn, Israel	4111 W. Belvedere Ave., 15
Mercer, Robert V.	1406 North Market St., Frederick
Mercer, Victor G.	243 N. Market St., Frederick
Metz, Richard	5226 Baltimore National Pike, 28

Meyers, Macy H. .... Liberty Rd., Eldersburg, Sykesville
Meyers, Max B. .... 8302 Liberty Rd., 7
Miller, Irving W. .... 1601 N. Wolfe St., 13
Miller, L. Dudley .... 105 W. Redwood St., 1
Mondell, Harold D. .... 5500 Gwynn Oak Ave., 7
Morgenroth, Victor H., Jr. .... 3700 Edmondson Ave., 29
Morgenstern, William A. ...... 6328 Windsor Mill Rd., Woodlawn, 7
Moss, John H. .... 636 Frederick Ave., 28
Mouat, Gordon A. .... 3300 Greenmount Ave., 18
Murphy, Jerome E. .... 17 W. Chase St., 1
Myers, Lyndon B. .... Mt. Airy, Md.

Neun, Charles J. .... 301 E. Baltimore St., 2
Neutze, John F. .... 5925 York Road, 12
Newman, David ...... Union Ave. & Franklin St., Havre de Grace
Nierman, Robert F. .... 14 S. Chase St., Cumberland
Nitsch, Charles A. .... Frederick & Newburg Ave., 28
Niznik, Theodore T. .... 439 South Chester St., 31
Norris, Earl M. .... 4706 Liberty Heights Ave., 7

Oed, Marvin L. .... 6502 Hilltop Ave., 6
Ogurick, Alexander A. .... 4800 Park Heights Ave., 15
Ogrinz, Alexander J., Jr. .... 3300 Greenmount Ave., 18
O'Hara, John J. .... 6815 C-Blenheim Rd., 10
Oken, Louis E. .... 6701 Harford Rd., 14
Oleszczuk, Melvin J. .... 1800 Eastern Ave., 31

Packett, W. Harold .... 8551 Connecticut Ave., Chevy Chase
Padussis, Anthony G. .... 6510 O'Donnell St., 24
Padousis, John .... Jarrettsville, Md.
Palmer, Mathias .... 8642 Loch Raven Blvd., 4
Parker, James A. I. .... 3739 University Blvd., West, Kensington
Parks, Isadore Jack .... 7 E. Lexington St., 2
Pass, Victor E. .... 1645 N. Wolfe St., 13
Passaro, Edward J. .... 6510 O'Donnell St., 24
Patterson, Walter J. .... 4123 Frederick Ave., 29
Pearlman, William L. .... 3102 W. North Ave., 16
Pelovitz, Nathan G. .... 1713 Edmondson Ave., 28
Peoples Drug Stores, Inc. .... 77 P St., N.E., Washington 2, D. C.
Petralia, Anthony J. .... 4901 Frankford Ave., 6
Pfeifer, C. Edward .... 1201 Light St.,, 30
Pilson, R. A. .... New Windsor, Md.
Pinsky, Herman H. .... 430 E. Baltimore St., 2
Poklis, Alphonse .... 305 East High St., Chestertown, Md.
Pollack, Morton L. .... Charles & 34th St., 18
Popluder, Nathan .... 2610 Harford Rd., 18
Porterfield, M. Perry ...... 118 W. Washington St., Hagerstown, Md.
Portney, Samuel .... 551 N. Fulton Ave., 23
Prensky, Bernard M. .... 6573 Ager Road, Hyattsville, Md.
Proudfoot, Robert E. .... 56 Second St., Oakland, Md.
Provenza, Stephen J. .... 101 W. Read St., 1

Quasney, Emil, Jr. .... Fort Smallwood Rd., Pasadena

Raichlen, Sam I. .... 3300 Keswick Rd., 11
Rasinsky, Milton .... 30 W. Main St., Westminster, Md.
Ravitz, S. .... 1820 Earhart Road, 21

Reads Drug & Chemical Co.	1300 Race St., 30
Reed, J. Ronald	31 N. Potomas St., Hagerstown
Regimenti, Vincent J.	5820 Hillen Rd., 12
Reiser, Arnold J.	2805-07 Old North Point Rd., 22
Rettaliata, Leo C.	2200 N. Charles St., 18
Rice, Howard S.	2443 East Monument St., 5
Richardson, Lloyd N.	1 N. Main St., Belair, Md.
Richman, Philip	90 West St., Annapolis, Md.
Richmond, Jerome	1800 Pennsylvania Ave., 17
Richmond, Sewell E.	4224 Pimlico Road, 15
Roberts, William P.	2035 Park Ave., 15
Robinson, Lester G.	2139 Pennsylvania Ave., 17
Rochester, Harry L.	5212 Reisterstown Rd., 15
Rodowskas, Christopher A.	616 Patapsco Ave., 25
Rosenberg, Leon	9925 Rhode Island Ave., College Park
Rosenberg, Robert	100 Annapolis Rd., Glen Burnie
Rosenstein, Aaron	4005 Penhurst Ave., 15
Rosenthal, Alvin	3529 Dolfield Ave., 15
Rosenthal, Leo	1500 University Blvd., Hyattsville, Md.
Rossberg, Charles Jr.,	2526 Washington Blvd., 30
Rotkovitz, William	1831 W. Mosher St., 17
Ruddie, Israel M.	5300 Edmondson Ave., 29
Rudo, Herbert B.	5812 Eastern Ave., 24
Sabatino, Louis T.	8301 Harford Rd., 14
Sacki, Kurt L.	6317 York Rd., 12
Sacks, Raymond	6 Coral Drive, North Lexington Park, Md.
Saks, Joseph M.	214 E. Montgomery Ave., Rockville, Md.
Sama, Mario	8019 Philadelphia Rd., 6
Sandler, Solomon	6407 Laurel Drive, 7
Santoni, David A.	3520 E. Lombard St., 24
Santoni, Henry A.	4301 Bel Air Rd., 6
Sappe, Milton J.	1184 Washington Blvd., 30
Sapperstein, Jacob H.	Cockeysville, Md.
Sarubin, Milton	97 Main St., Ellicott City
Savage, Walter Thomas	5 Main St., Berlin
Schapiro, Abraham	4601 Park Heights Ave., 15
Schapiro, Oscar M.	3905 Mortimer Ave., 15
Schapiro, Samuel	7025 Brookville Road, Chevy Chase, Md.
Scheinker, William H.	442 East North Ave., 2
Schenker, Norman L.	2801 Guilford Ave., 18
Scher, Robert S.	5748 Falls Rd., 9
Schindler, Ronald	322 Fayette St., Cumberland
Schmidt, George M.	Elkton, Md.
Schnaper, Morton J.	6900 Arlington Rd., Bethesda 14, Md.
Schochet, Paul	120 Crain Highway, N. W. Glen Burnie, 8
Schrader, Harry L.	347 S. Smallwood St., 23
Schucalter, Harry B.	920 Washington Blvd., 30
*Schulte, F. W., Jr.	685 Washington Blvd., 30
Schumer, Jack	1200 Pennsylvania Ave., 17
Schuster, John N.	3701 Belair Rd., 13
Schwartz, Nathan	1100 West St., Annapolis
Schwartz, Theodore	1561 N. Fulton Ave., 17
Schwatka, W. Herdman, Jr.	600 Sussex Rd., Towson, 4
Sears, Edward D.	Kingsville, Md.
Seechuk, William W.	5814 Belair Rd., 6
Seidman, Henry G.	7201 Harford Rd., 14
Sellers, Harry High	607 Maryland Ave., Cumberland
Serpick, Jacob	St. Paul & 21st Sts., 18
Shank, Earl E. Jr.	W. Main St., Emmitsburg, Md.

* Deceased

Shaw, Frank M.	147 Market St., Pocomoke City, Md.
Sheetz, Lynn	14 Long Drive, Cumberland, Md.
Shenker, Morris	1027 West Way—Glen Burnie, Md.
Shields, Arthur P.	6410 Frederick Ave., Catonsville, 28
Shochet, Irving	3401 Dundalk Ave., 22
Shulman, Emanuel	2334 Iverson St., Washington 21, D. C.
Shure, Bernard G.	5301 York Rd., 12
Shure, Irvin	8100 Liberty Rd., 7
Silberg, Harvey G.	1800 E. Monument St., 5
Silbert, Andrew W.	41 Lloyd St., 2
Silverman, Albert M.	3325 E. Baltimore St., 24
Silverman, Sylvan Bernard	1001 N. Broadway, 5
Simon, Alder	2043 Mondawmin Mall, 15
Singer, George D.	4717 Eastern Ave., 24
Singer, Isadore	300 Main St., Laurel, Md.
Small, Irvin	631 West Lexington St., 1
Smith, Bernard T.	Charles St. at Biddle St., 1
Smith, Joseph I.	26 S. Hilton St., 29
Smith, Rudolph M.	108 Main St., Annapolis
Smith, W. Harry, Jr.	4022 Edmondson Ave., 29
Smulson, Mrs. Lillian	299 Willow Spring Rd., 22
Snyder, Paul J.	701 Poplar Grove St., 16
Sober, Sidney	921 Patapsco Ave., 25
Sollod, Melvin J.	9601 Brunett Ave., Silver Spring
Sollod Sylvan Jay	635 E. Fort Ave., 30
Solomon, Samuel	1342 Pennsylvania Ave., 17
Solomon, Simon	1342 Pennsylvania Ave., 17
Spano, Arthur N.	Green & Water Streets, Cumberland
Standiford, Isaac W.	15 Belair Ave., Aberdeen
Statter, I. Barry	449 East 25th St., 18
*Steinwedel, William A.	2001 Wilkens Ave., 23
Sterling, Elmer W.	Church Hill, Md.
Stiffman, George J.	2206 Crest Rd., 9
Stiffman, Jerome A.	3502 N. Hilton Rd., 15
Stofberg, Charles	5658 The Alameda, 12
Stofberg, Robert	1401 E. Cold Spring Lane, 12
Stoler, Myer	101 N. Ellwood Ave., 24
Stotler, Robert P.	1068 Natl. Highway, Levale
Strauss, Leon	131 Centreway, Greenbelt
Sullivan, Fred G.	5802 Baltimore Ave., Hyattsville
Sullivan, William	1815 Bedford St., Cumberland
Sumrall, James C.	Cecilton, Md.
Stark, Alvin	5708 Baltimore Natl. Pike, 28
Sussman, Hyman J.	3601 Park Heights Ave., 15
Sussman, Sidney	3927 Park Heights Ave., 15
Swain, Robert L.	34-22 81st St., Jackson Hgts., Long Island, N. Y.
Swiss, Frank L.	3001 E. Monument St., 5

Taetle, Herman	4301 Randolph Rd., Silver Spring
Taich, Louis	601 N. Carey St., 17
Taub, Stanley S.	3741 Wabash Ave.
Teramani, Joseph A.	4901 Frankford Ave., 6
Thompson, J. West	Centerville, Md.
Tompakov, Sylvan	7004 Reisterstown Rd., 15
Tomsko, Robert F.	11 N. LeVale St., LeVale, Md.
Toronto, Nicholas A.	4021 Main St., Upper Marlboro, Md.
Tralins, Julius	891 West Fayette St., 1
Truitt, James W., Jr.	102 N. Main St., Federalsburg

* Deceased

Ulman, Bernard	314 Light St., 2

Vodenos, Philip N.	Timonium, Md.
Vojik, Edward C.	900 S. Ellwood Ave., 24

Wagner, Albert D.	45 Main St., Westernport, Md.
Wagner, Charles H.	5500 Harford Rd., 14
Wagner, George W.	45 Main St., Westernport, Md.
Wagner, Raphael H.	502 W. Cold Spring Lane
Walb, Winfield A.	6002 Harford Rd., 14
Walker, Carl	Indian Head, Md.
Walman, Morris R.	6715 Reisterstown Rd., 15
Waldsachs, Joseph J.	5616 Ritchie Hgwy—Brooklyn, 25
Wannenwetsch, John F.	4123 Frederick Ave., 29
Ward, M. James	4524 Middleton Lane, Bethesda, 14
Warfield, H. Nelson	7025 Plymouth Rd., Pikesville
Waxman, Milton	126 Main St., Elkton
Webster, S. Earl	24 Popular St., Cambridge
Weiner, Morton H.	4032 Falls Rd., 11
Weiner, Solomon	5501 Reisterstown Rd., 15
Wertheimer, Samuel	29 South Centre St., Cumberland
Whitesell, Reese E.	238 N. Market St., Frederick
Whittemore, Edwin	801 W. 36th St., 11
Whittlesey, W. H.	7135 Wisconsin Ave., Bethesda
Wich, Carlton E.	307 N. Ellwood Ave., 24
Wich, Henry E.	1230 N. Stricker St., 17
Wiener, Maurice	3446 Wilkens Ave., 29
Williams, William O.	6305 Sherwood Rd., 12
Winn, Solomon	2540 E. Fayette St., 24
Witzke, Carl H.	1201 Linden Ave., 17

Yaffe, Morris R.	2707 Spencer Rd., Chevy Chase, Md.
Yaffe, Stanley Jay	1504 15th St., Odenton, Md.
Yankeloff, Louis G.	1801 E. Eager St., 5
Yarmosky, Jack	2501 Edmondson Ave., 23
Yevzeroff, Benjamin	3801 Woodhaven Ave., 16
Young, Charles L.	Ellicott City, Md.

Zentz, Milton E.	5460 Park Heights Ave., 15
Zervitz, Max M.	1300 N. Caroline St., 13

1959 AFFILIATE MEMBERS

Allen, James E.	411 S. Capitol St., Washington 3, D. C.
Appel, Bernard A.	7401 Pulaski Highway, 6
Austin, Mrs. Charles S., Jr.	6729 York Road, 12
Bloom, Herman J.	5408 Park Heights Ave., 15
Dripps, S. M.	10th St. Michael's Way, 12
Estrin, David I.	52 "O" St., N. W., Washington 1, D. C.
Gladden, Clara H.	Talbottown Shopping Center, Easton
Jordan, L. M.	60 "M" St., N. E., Washington, D. C.
Libov, Irving	1023 E. Baltimore St., 2
*Nadisch, William F.	1726 E. Pratt St., 31
Parrish, Margaret A.	P. O. Box 8068, 4
Robbins, Albert	100 West 22nd St., 18
Schwartz, Simon	Edgewood
Sewell, Joseph N.	119 S. Howard St., 1
Tuvin, Alfred L.	4510 N. Charles St., 10

* Deceased

1959 HONORARY MEMBERS

Adams, Walter D.	Forney, Texas
Black, Frank L.	Baltimore
Byrd, Harry C.	College Park
Cole, B. Olive	Baltimore
Kantner, Leahmer M.	Baltimore
*Kreis, George J.	Hampstead
Tydings, Millard E.	Washington

1959 LIFE MEMBERS

Marmor, Joseph P.	18 S. Market St., Frederick, Md.
Strasburger, Melville	116 W. University Parkway Broadview Apts. 327, Baltimore, 10
*Wagner, Manuel B.	7307 Seven Mile Lane, Baltimore, 8

1959 ASSOCIATE MEMBERS

Abrams, Isadore Myron	6613 Amleigh Road, 9
Abrams, Marvin H.	2300 Ocala Ave., 15
Abrahams, Nathan Held	2617 Quantico Ave., 15
Alessi, Alfred Henry	3532 Northern Parkway, 6
Allen, Benjamin F.	636 W. Lombard St., 1
Appel, William J.	Goose Neck Rd., Royal Oak
Applestein, Harry A.	3920 Fairview Ave., 16
Armstrong, Charles L.	1207 Culvert Road, 4
Aronson, Donald	3528 Reisterstown Road, 15
Baikstis, Mrs. Anda	3-D Gleenwood Rd., 21
Barnstein, Fred S.	3808 Sequoia Ave., 15
Barshack, Irwin S.	712 Kahn Drive, 8
Bass, Harry	3400 Redman Rd., 7
Becker, Charles	24 Oaklee Village, 29
Berlin, Julius	3908 Wabash Ave., 15
Berman, Gilbert	5301 Fairlawn Ave., 15
Berman, Mitchell	2704 W. Garrison Ave., 15
Billian, Bernard	3620-A Bowers Ave., 7
Bindok, Edward J.	3307 Grenton Ave., 14
Block, Jerome	3433 Ripple Road, 7
Bowen, Curtis A.	701 Greenwood Road, 8
Bowers, Martin R.	1455 Kirkwood Road, 7
Braude, Mrs. Monique C.	207 Regency Circle, Linthicum Heights
Brickman, Allen G.	3502 Tulso Road, 7
Brill, Phyllis W.	2302 Sulgrave Ave., 9
Brodsky, Emmanuel M.	3907 Fordleigh Road, 15
Buck, Robert Lee	8614 Allenswood Road, Randallstown
Budacz, Frank M.	1744 Eastern Ave., 31
Campbell, Howard R.	8504 Rayburn Road, 14
Canatella, Michael S.	3132 M Street, N. W., Washington 7, D. C.
Caplan, Robert M.	3302 Karen Drive, 7
Carls, Mark D.	201 Roth Well Drive, Lutherville
Carter, David C.	406 N. Ford Avenue, Wilmington, Delaware
Carter, Paul M.	26 Coventry Ct. Pine Orchard Meadows, Howard County
Celler, Max	8216 Larry Place, Chevy Chase 15, Md.
Cohen, Gerald I.	5539 Gist Ave., 15
Cohen, Gilbert	2907 E. Wynham Road, 16

* Deceased

Cohen, Samuel C. .... 2735 Cylburn Ave., 15
Cohen, Samuel H. .... 3761 Columbus Drive, 15
Cole, S. Charles .... 3822 Ridgewood Ave., 15
Colvin, Ralph M. .... 204 E. Biddle St., 2
Connelly, Mary W. .... 6407 Liberty Road, 7
Cooper, Miss Jane C. .... Chestertown
Crane, Richard R. .... 6007 Eurith Ave., 6
Crystal, Howard .... 4914 Belle Ave., 7

Dagney, Edward B. .... 3718 Kimble Road, 18
Dagold, Donald J. .... 7025 Surrey Drive, 15
Davidson, Saul .... 3406 Rosedale Road, 15
Davis, Mrs. Rebecca H. .... 2020 Bryant Ave., 17
Deckelbaum, Max .... 6506 Baythorn Road, 9
DeDominicis, Miss Amelia C. .... 2621 E. Madison St., 5
Demarest, Dudley A. .... 908 Lyndhurst St., 29
Dembeck, Walter D. .... 1132 E. Pratt St., 2
Dickstein, Benjamin .... 6608 Dalton Drive, 7
Dreyer, Frederick W., Jr. .... 4506 Wentworth Road, 7
Dunbar, Ruth .... P. O. Box 52, Versailles, Kentucky
Dyott, William H. .... 25 Riverside Dr., Winchester

Edelen, James A. .... 5115 Frederick Ave., 29
Edenfield, Charles Sr. .... 2806 List Ave., 14
Edwards, Webster K. .... 817 Hilltop Drive, Cumberland
Epstein, Yale .... 4109 Belvieu Ave., 15
Etzler, Edward Alvin .... 126 Granville Ave., Annapolis
Eustice, Russell C., Jr. .... 526 Guardian Federal Bldg., Silver Spring

Feit, Leon .... 3921 Norfolk Ave., 7
Feldman, Morris .... 2901 Whitney Ave., 15
Forckemmer, C. W. .... 2011 Northburne Road, 14
Foley, William Tomas, Jr. .... 1 Franklin St., Aberdeen
Franzoni, F. Royce .... 3508 N. Abingdon St., Arlington, Va.
Friedenberg, S. Charles .... 32 S. Hanover St., 1
Friedmann, Aaron J. .... 706 Sturgis Place, 8
Frieman, Jack .... 2520 Linden Ave., 17

Gaine, Jerome .... 3505 Tulsa Road, 7
Gehring, J. Wm. .... 5620 Greenspring Ave., 9
Glassband, Herman .... 2506 Taney Rd., 9
Glennan, Harry E. .... 3102 Action Road, 14
Goden, Stanley .... 3805 Bartwood Road, 15
Goldberg, Marvin H. .... 2803 Waldorf Ave., 15
Goldman, Sue Carolyn .... 5604 Wildwood Lane, 9
Goldscheider, Henry H. .... 2511 Eutaw Pl., 17
Goldstein, Isadore A. .... 2404 Everton Road, 15
Goldstein, Samuel W. ... 2215 Constitution Ave. N.W., Washington 7
Gould, Clarendon Lloyd .... 201 Somerset Ave., Cambridge
Gradman, Lee H. .... 4003 Bonner Road, 16
Greenberg, Paul R. .... 5608 Belleville Ave., 7
Greenberg, Richard E. .... Oaklee Village, 29
Grossman, Isaac Wm. .... 24 Brightside Ave., 8
Grothaus, D. Benton Jr. .... 520 Dunkirk Road, 12

Haase, Charles A. .... 6110 Marlora Road, 12
Hack, Morris B. .... 3604 Fairview Ave., 16
Hanks, Carleton W. Jr. .... 221 Maryland Ave., Cumberland
Hansen, Herman F. .... 3209 Grayson St., 16
Harrison, Boris M. .... 32 S. Hanover St., 1
Haskell, Miss Marian L. .... 1712 Kurtz Ave., Lutherville

Havranek, Robert E. ....30 E. 25th St., 18
Hayman, Thomas J. ....415 Forest Lane, Salisbury
Heilman, Gerald J. ....2708 Beechland Ave., 14
*Helm, Emory G. ....27 Delrey Ave., 28
Heneson, Henry ....3021 Chelsea Terrace, 16
Herman, Ralph ... . 2479 Shirley Ave., 15
Hershner, John Franklin ....2017 Burnwood Road, 14
Hill, B. R. ....213 N. Charles Street, 1
Holthaus, Robert Walter ....501 Baylor Road, Glen Burnie
Hutchinson, William J. ....2412 Ellis Road, 14

Ichniowski, Dr. Casimir T. ....636 W. Lombard St., 1
School of Pharmacy
Ichniowski, William ....1656 Shadyside Road, 18

Jackson, Walter V. ....2009 Edmondson Ave., 28
Jacobs, George ....3516 Maryvale Road, 7
Jankiewicz, Alfred M. ....3110 Moreland Ave., 14
Jeppi, Samuel P. ....200 Witherspoon Road, 12
Jones, Wm. Bowen ....2810 Park View Terrace, 14
Joseph, J. Gilbert ....300 E. Cold Spring Lane, 12

Karlin, David ....2904 Chokeberry Court, 9
Kahler, Mrs. Grace ....2626 W. Cold Spring Lane, 15
Karmiol, Stanley B. ....2901 Eastern Ave., 24
Keehner, Raymond ....3112 Juneau Place, 14
Kelly, Robert Joseph ....713 Elizabeth St., Easton
Kelly, Thomas J. ....1339 Meridene Drive, 12
Kerr, C. Raymond ....Easton
Kexel, Leroy E. ....2002 Northbourne Road, 14
Kirk, Miss Catherine E. ....Rising Sun
Klingaman, Claude R. ....124 Williams St., Bel Air
Klotzman, Lt. Col. Robert H. . .2816 6th Ave., Great Falls, Montana
Kokoski, Robert J. ....1218 Maiden Choice La., 29
Kramer, Stanley Howard ....Box 126 U.S. Naval Hospital,
Camp Lejeune, N.C.
Kratz, Frank P. ....1111 Newfield Road, 7
Kwash, Herbert .... 724 Jefferson Street, N.E., Wash. 11, D.C.

Laken, Bernard ....3701 Cedardale Road, 15
Lawson, Arnold ....5802 Baltimore Ave., Hyattsville
Lawson, Robert E. ....U. of Md. Hospital, 1
Leavitt, Dean E. ....509 Castle Drive—12 Apt. E
Leftin, David ....909 Pindellen Ave., Reisterstown
Lehr, Clarence, G. ....5211 Loch Raven Blvd., 12
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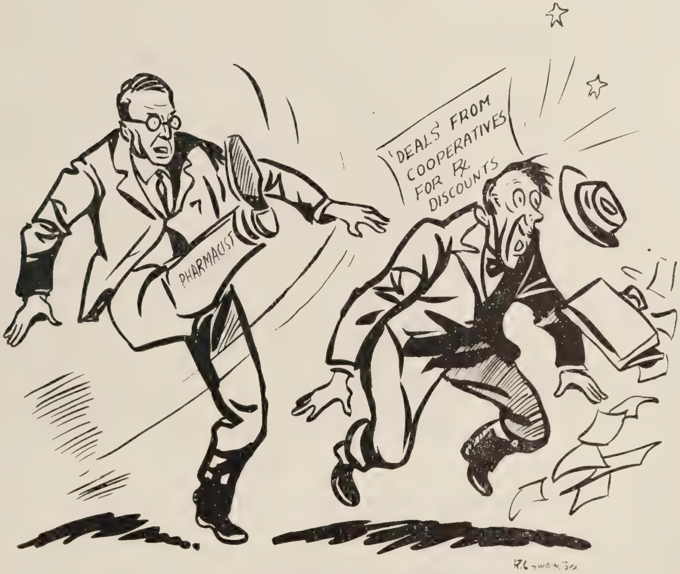
My Commission expires May 1, 1961.


'DEALS' FROM COOPERATIVES FOR ℞ DISCOUNTS
PHARMACIST
R.C. SWAIN

THE RECEPTION HE DESERVES!

IN PARTNERSHIP WITH EVERY PHARMACY

The Full Line, Full Service of

THE HENRY B. GILPIN COMPANY

FULL LINE OF PHARMACEUTICALS . . . Daily delivery, plus Emergency Delivery Service; Pharmaceutical Information Service covering new and established products, dosage, size, use and price.

FULL LINE OF PROPRIETARIES . . . Deal Information, pricing, stock control.

SUNDRIES, GIFTS AND COSMETICS . . . Christmas Gift Show and Gifts Galore promotion; wide selection of fast moving merchandise; full line of cosmetics.

STORE PROMOTION AND DESIGN DEPARTMENT . . . Full time store design staff—exteriors, interiors, remodeling, display, traffic control.

EASY ORDER CHECKING . . . Clear, legible Univac invoices accompany every order.

GILPIN TIPS . . . Weekly, printed clearing house of Rx News, price changes and deal information.

DAILY TELEPHONE ORDER SERVICE . . . Staff of experienced salespeople to handle telephone orders fast!

WEEKLY SALESMEN'S CALLS . . . Stock checking, help with inventory control, deal and product information.

Prescriptions ℞

Full line—full service means full profit to the pharmacist

THE HENRY B. GILPIN COMPANY
Baltimore MUrdock 6-8400 · Norfolk · Washington
Established 1845

SMITH KLINE & FRENCH INC.

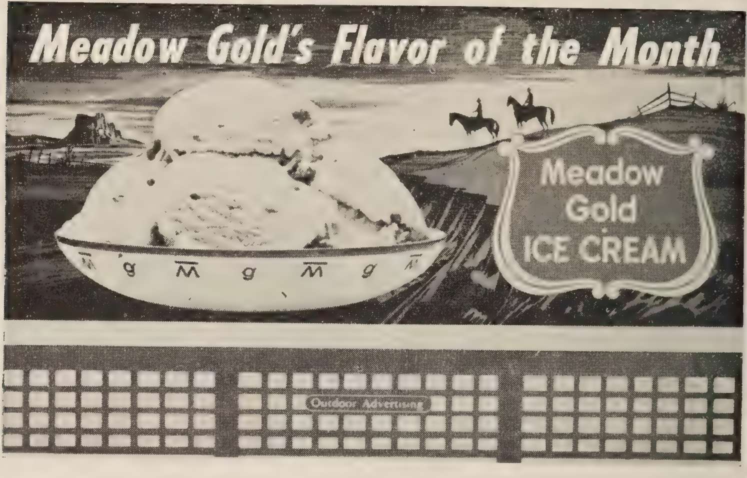
America's Foremost Service Wholesaler

Philadelphia

Serving Northern Maryland

Wilmington

Serving the Eastern Shore


Meadow Gold's Flavor of the Month
Meadow Gold ICE CREAM
Outdoor Advertising

Now! The Greatest Outdoor Advertising Campaign in MEADOW GOLD History!

50 BILLBOARDS

Strategically located all over town featuring the "Flavor of The Month", month after month for a full year!

☆

Tie-in with this great promotion! Feature the MEADOW GOLD "Flavor of The Month" and CASH-IN with bigger sales!

CONTINUED

BY POPULAR DEMAND

WET SKIN
TRY THE ENCLOSED SAMPLE AT NO COST—
Next time ask your pharmacist for TROJAN NATURALAMB Rolled, Wet SKINS.
AT NO COST—
Next time ask your pharmacist for TROJAN NATURALAMB Rolled, Wet SKINS.

An introductory sample of the **NATURALAMB WET SKIN** given to a prophylactic customer will enable him to become acquainted, at no cost to himself, with today's outstanding product.

Made of natural animal membrane, the **NATURALAMB WET SKIN** is thinner, stronger and more sensitive, uniform in size and it is rolled.

Ask your Youngs Representative how you can triple your prophylactic volume with these introductory samples.

TROJANS

PROFIT PROTECTION · PRODUCT PERFECTION

YOUNGS RUBBER CORPORATION

SOLD ONLY IN DRUGSTORES SINCE 1926

NOW YOU CAN SERVE HOT IN-FRA-RED TOASTED SANDWICHES WITHOUT EQUIPMENT OR LABOR COST!

Sandwiches

A NEW NATIONAL SERVICE, Stewart In-Fra-Red, Inc., will provide you with a Stewart In-Fra-Red cookery and fresh cellophane wrapped sandwiches delivered regularly to your store. Placed in the cookery, the sandwiches are toasted in three minutes by modern efficient in-fra-red cooking. You serve the sandwiches to your customers sanitarily wrapped in cellophane.

WHAT DOES THIS COST YOU . . . NOTHING . . . not one penny for equipment, lease, or hidden charges. All you do is purchase a minimum of sandwiches each week (the quantity decided by you). Your Stewart In-Fra-Red Commisary furnishes you with the attractive Stewart In-Fra-Red Cookery and delivers fresh sandwiches of choice ingredients made with the complete approval of your Board of Health. Attractive metal menu signs also furnished.

THIS NEW IDEA . . . originated by Stewart In-Fra-Red, Inc., . . . is in over 15,000 fountain and food service concerns in cities from coast to coast. Every Stewart In-Fra-Red Commisary is an established local business. You may consult your Chamber of Commerce, Dun and Bradstreet, and Better Business Bureau.

Call or write for a free demonstration:

Stewart In-Fra-Red Commissary
360 SOUTH DUKELAND STREET
BALTIMORE 23, MARYLAND
GIlmor 5-4129

MARYLAND'S MOST EXPERIENCED

FULL LINE AND SERVICE WHOLESALER

Celebrating **122 Years** *Of Service*

Dial PLaza 2-0480

MUTH BROTHERS & COMPANY

23 S. CHARLES STREET
BALTIMORE 3, MD.

Established 1837

1909 - - - 1959

OUR FIFTIETH ANNIVERSARY

Our entire organization extends greetings to you for the year . . . 1959 . . . and wishes to thank the pharmacists of Maryland for their loyal support and most valued patronage over the years . . .

TAFT, WARREN & TAFT, INC.

ESTABLISHED 1909

122-124 South St. • Baltimore 2, Md.

SAM COHEN, President
SCOTT M. PHOEBUS
RALPH HERMAN
LOUIS COPELAND
EUGENE FRISHMAN
MARIAN FRISHMAN
STEPHEN ROSENSTEIN
LUCILLE MILBOURNE

The Silver Lining . . . .

The wise dealer who stocks either Abbotts or Jane Logan deluxe ice cream in his store finds his cash register drawer always lined—and filled—with silver coins of the realm. And, remember, green bills from silver coins do grow!

Give us a call . . . but only if you want your profit figures in crisp, crunchy green bills! . . .

EDmondson 6-4000

Abbotts ICE CREAM

Jane Logan DeLuxe ICE CREAM

ABBOTTS DAIRIES, INC.
45 S. Catherine St.

Robins

OCTOBER CHECK LIST

Tear out for a handy check of
your current stock of these
Robins products that are receiving
special promotion in your area
THIS MONTH

Dimetane® Expectorant
☐ Pint ☐ Gal.

Dimetane® Expectorant-DC
☐ Pint ☐ Gal.

Phenaphen®
☐ Cap. 100's ☐ Cap. 500's ☐ Cap. 1000's

Phenaphen® with Codeine
☐ Cap. ¼ gr. 100's ☐ Cap. ¼ gr. 500's ☐ Cap. ½ gr. 100's
☐ Cap. ½ gr. 500's ☐ Cap. 1 gr. 100's ☐ Cap. 1 gr. 500's

Pabalate®
☐ Tab. 100's ☐ Tab. 500's

Pabalate®-Sodium Free
☐ Tab. 100's ☐ Tab. 500's

Pabalate®-HC
☐ Tab. 100's ☐ Tab. 500's

Ambar™
☐ Tab. 100's ☐ Tab. 500's
☐ No. 1 Extentabs 100's ☐ No. 1 Extentabs 500's
☐ No. 2 Extentabs 100's ☐ No. 2 Extentabs 500's

Why not check your stock of
all Robins products at the same time
—and be prepared

A. H. ROBINS CO., INC., RICHMOND 20, VA.

McDOWELL, PYLE & CO., INC.

(Est. 1892)

Exclusive Distributor of

P&S
PAGE & SHAW
NEW YORK
LONDON BOSTON PARIS
MONTREAL

"THE CANDY OF EXCELLENCE"

NATIONALLY ADVERTISED

LExington 9-4987, 9-4988, 9-4989

221-23 W. PRATT ST. **BALTIMORE 1, MD.**

Accepted By Pharmaceutical Profession Since 1890

MANHATTAN DRUG CO.

156-158 Tillary Street
Brooklyn 1, N. Y.

Manufacturers of

DRUG SPECIALITIES

Stearns and Patch Private Label Formulas
Buyers Imprint M-D-C Label

Neo Hist Nasal Spray—Neo Hist Capsules & Tablets
Thriocain Lozenges—Nervtabs—Gum Jel

Represented by

I. M. (Irv.) Fischer, Jr.
7236 Park Heights Avenue
Phone FL. 8-1033
Baltimore 8, Maryland

FOR DRUG FIXTURES
THAT SELL DRUGS

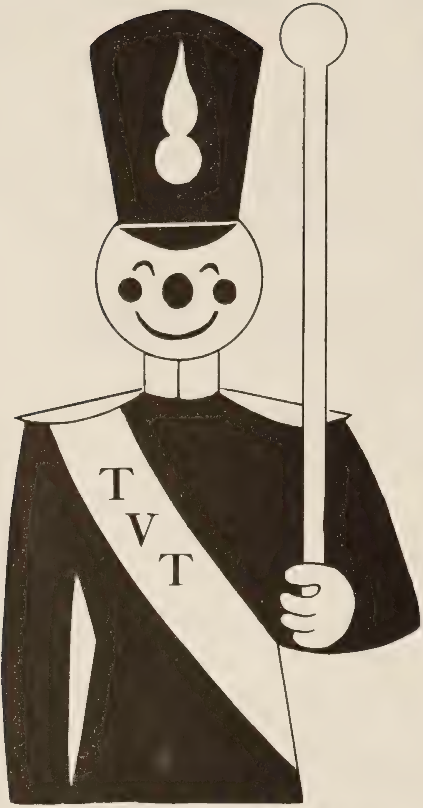
BERNHEIM - SIEGEL CORPORATION
401 E. PRICE STREET
PHILADELPHIA 44, PENNSYLVANIA

MODERNIZE
FOR
FULL
PROFIT
POTENTIAL

INFORMATION WITHOUT OBLIGATION

DISTRIBUTED THRU

THE HENRY B. GILPIN COMPANY
BALTIMORE - WASHINGTON - NORFOLK



INCREASE YOUR TOY SALES YEAR 'ROUND AT NO EXTRA COST

BE a TV-Time Toy Store

Tie-in with the most successful toy promotion of all time! This sales-proven merchandising program is already doing wonders in hundreds of stores throughout the Baltimore metropolitan area.

You get exciting, eye-catching, point-of-sale pieces . . . your store name on television . . . personal plugs by such stars as Pop Pop, Jack Wells, Royal Parker, Nelson Baker and Buddy Dean!

Plus bonus sales boosters . . . monthly toy give-aways . . . bicycle give-aways . . . fabulous Disneyland trip contest . . . all tied-in with your store.

BOOST PROFITS NOW!

Be a TV-Time store in time to cash in on extra Christmas business. Becoming a TV-Time store does not cost you one cent extra.

Phone Bob Lewis, TV-Time Supervisor, BR. 6-3695, or EA. 7-1950.

I. L. TOY COMPANY
1023 EAST BALTIMORE ST.

Cooperative

And

Loyal

Druggists

Retailing

Under

Cooperative

Opportunities

CALVERT DRUG COMPANY, INC.

901 CURTAIN AVE.
Baltimore 18, Maryland
HOpkins 7-3609

NO ONE

Ever Outgrows the Need for

MILK

GET THE BEST . . . . GET . . . .

Sealtest

TRADE MARK

DAIRY PRODUCTS

MU lberry 5-3800

The

Burrough Bros.

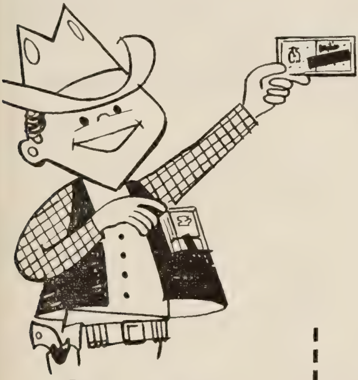
MANUFACTURING CO.

Quality

Pharmaceuticals

Since 1863

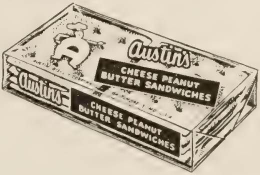
123 MARKET PLACE
BALTIMORE 2, MD.



meet
TAKE-ALONG
Hassidy, *pardner*

This drug store cowboy is one reason your Austin stocks sell out so fast. Folks take along a package or two — back to the office, or for the trip in the car. A husky supply of Austin varieties pays off in fast turnover, repeat business, more profit! (Customer satisfaction, too.)

Austin's®
Peanut Butter Sandwiches
Cookies & Snack Varieties


Austin's
CHEESE PEANUT BUTTER SANDWICHES
Austin's
CHEESE PEANUT BUTTER SANDWICHES

Austin's
Box 1936
Balto. 3, Md.

OREOLE PROVES
your customers, not you,
pay for your air conditioning.

CUSTOMERS CALL OFTENER
stay longer, buy more

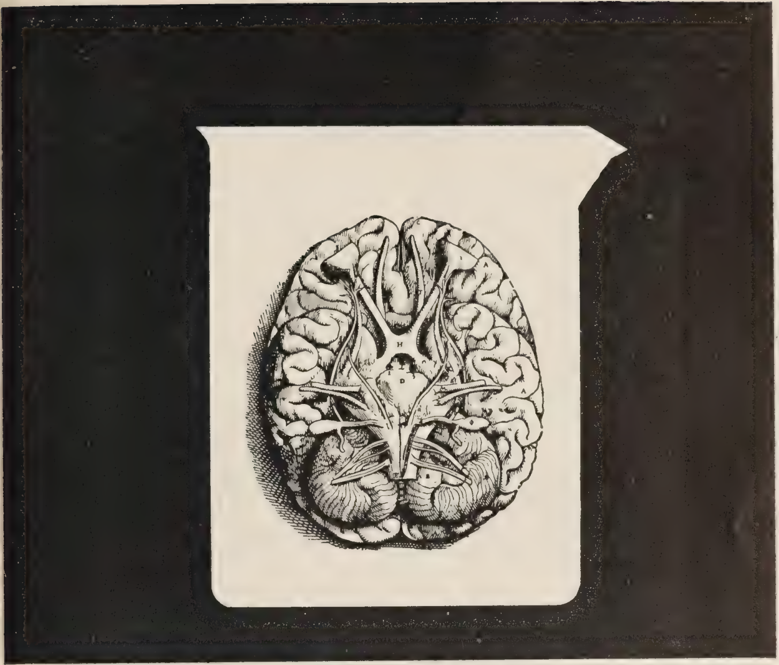
BUSINESS INCREASES
up to 40%

EMPLOYEE
efficiency
increases

YOU CAN BE SURE . . . IF IT'S Westinghouse
SURE OF MORE BUSINESS—MORE PROFITS

SPECIAL
Fall
prices
and
Special
terms to
druggists.

Always call
EDmondson 6-1000
The
OREOLE
Refrigeration Co.
2308-10 Frederick Ave.
Baltimore 23, Md.



PHARMACY AND THE HUMAN BRAIN

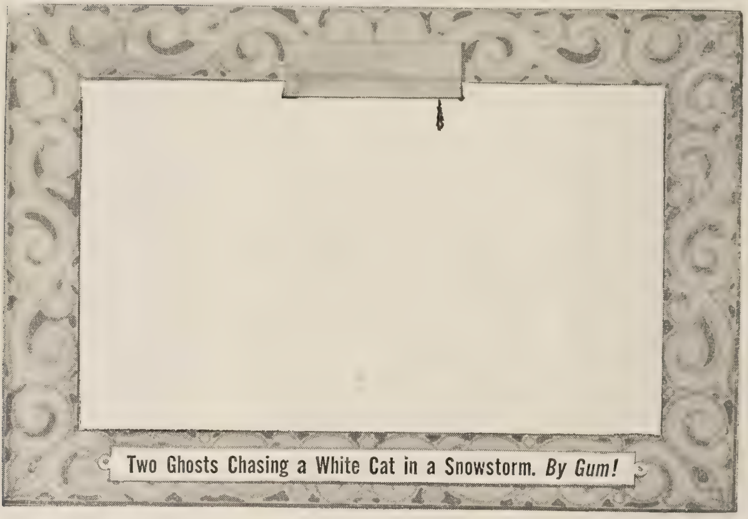
In the development of psychopharmaceuticals, a field in which S.K.F. is the industry leader, we see a clear example of a fundamental fact. Modern pharmaceutical research does not merely outmode one compound in favor of another but actually brings whole new aspects of human suffering within range of drug therapy. Research creates not merely different prescriptions but new ones.

Today, when a customer hands you a prescription and says, "The doctor prescribed this to help relieve my nervousness," the prescription probably calls for one of the new psychopharmaceuticals. Only a few years ago, no doctor could have written that prescription, and no pharmacist could have filled it. Chemicals which selectively alter the activity of the brain had not yet been discovered.

With Thorazine*, Compazine* and Stelazine*, S.K.F. has played a major role in the birth and growth of this new prescription market. Enough is now known about the brain to give promise of many more as yet undiscovered compounds with psychotherapeutic value. The application of pharmacy to the human brain will continue at S.K.F. as part of a broad research program which can help make the 1960's the most active decade in the history of pharmacy.

*Trademarks for chlorpromazine, prochlorperazine and trifluoperazine respectively

SMITH KLINE & FRENCH LABORATORIES, PHILADELPHIA 1


Two Ghosts Chasing a White Cat in a Snowstorm. *By Gum!*

Drawing a Blank in Ice Cream Sales?

Sealtest Draws Customers and Profits!

Making your ice cream department pay off is easy! Just stock Sealtest — the most advertised, fastest-selling ice cream in America! Sealtest is a one-man show of special flavors that keeps your customers checking to see what's new and different. And *every* special flavor is introduced with effective advertising at point-of-sale and in national and local media. You don't have to be a genius to make customers happier with Sealtest. But most geniuses *do!* Get the picture? Call your local Sealtest Foods plant for details.

Sealtest
TRADE MARK

FEATURE THIS
EXCITING
SPECIAL FLAVOR

**OLD FASHIONED
PEACH**

AT YOUR
FOUNTAIN AND
FOR CARRY-OUT
CUSTOMERS

GILT EDGE PHOTO SERVICE
1421 AISQUITH STREET
BALTIMORE 2, MD.
PLAZA 2-3431-32

℞

Photo finishing by Gilt Edge, once every day will cure you of your photofinishing headaches.

Al Heydemann

COLOR

GILT EDGE Photo Service Inc.

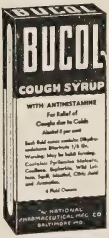
BLACK & WHITE

"Over 55 Years Service To Baltimore Druggists"

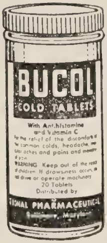
Dr. West's Toothbrushes
Davol Rubber Goods
Ace Hard Rubber Combs
Ajax Hard Rubber Combs
Devilbiss Atomizers
Camp Stationery
Lacross Manicure Implements
Millers Forge Manicure Implements
Jones Enamelware
Gillette, Gem, Razors and Blades
Schick Blades and Razors
Eaton High Grade Stationery
Becton Dickinson Products
Kotex, Kleenex, Modess, Yes
Tampax
Doeskin Products
Foster Forbes Glassware
American Thermos Bottles
Sheiks-Ramses
Trojans

Miller Drug Sundry Co.
105 W. Redwood Street
Baltimore 1, Maryland

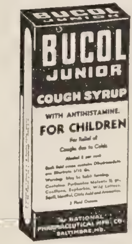
The BUCOL Twins Are Now A Trio!


BUCOL
COUGH SYRUP
WITH ANTIHISTAMINE
THE NATIONAL PHARMACEUTICAL MFG. CO. BALTIMORE MD.

FTM $ .98


BUCOL
COLD TABLETS
With Antihistamine and Vitamin C
20 Tablets
NATIONAL PHARMACEUTICAL

FTM $ .89


BUCOL
JUNIOR
COUGH SYRUP
WITH ANTIHISTAMINE
FOR CHILDREN
THE NATIONAL PHARMACEUTICAL MFG. CO. BALTIMORE MD.

FTM $ .69

WE HAVE ADDED BUCOL COLD TABLETS
WITH ANTIHISTAMINE
TO THE BEST COUGH SYRUP TWINS
ON THE MARKET!

THE NATIONAL PHARMACEUTICAL MFG. CO.
BALTIMORE 2, MARYLAND

SEE

DAVIS

FOR PROFITABLE

CIGAR DEPARTMENT

MERCHANDISING

Complete Lines for More Profit

Cigars – Tobacco – Cigarettes – Pipes

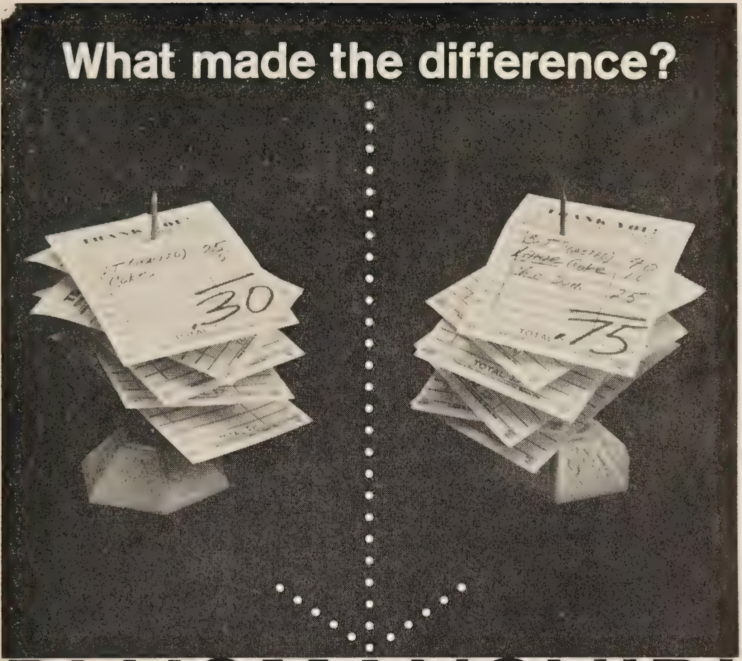
Candy – Accessories – Sundries

F. A. DAVIS & SONS, INC.

119 SOUTH HOWARD STREET

Baltimore 1, Maryland

Call: Mulberry 5-8240



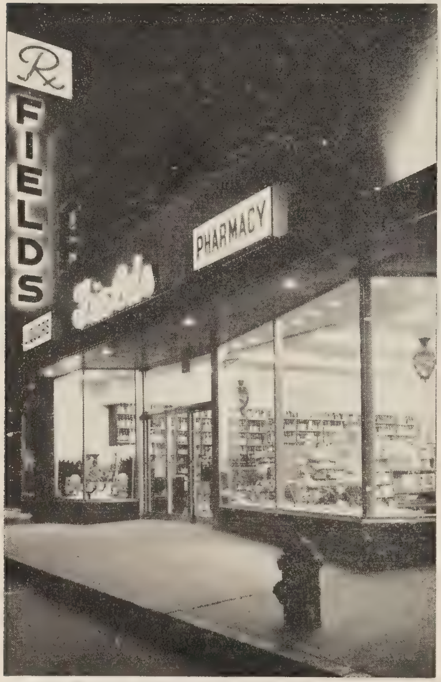
PLUSMANSHIP!

Sure, you know about suggestion selling. Problem is, how do you get it rolling? The Coca-Cola Company can help you with a complete Plusmanship program. Plusmanship gets you that extra sale that lies just beyond the customer's original order. It consists of full-color displays that suggest bigger orders, and a wealth of sales training material that will help you and your personnel put it to work. Only The Coca-Cola Company offers you this dynamic program to create bigger orders, bigger tickets, more profits! Ask the representative for Coca-Cola who calls on you about Plusmanship. He'll be glad to help. Or write: The Coca-Cola Company, Fountain Sales Dept.,
P. O. Drawer 1734, Atlanta, Ga.

SIGN OF GOOD TASTE

Sell
Coca-Cola

How to get **More Business** *from your Neighborhood*



Bright sign displays, spotlights on the sidewalk, and a brilliant interior all combine to make Fields Pharmacy, 1401 Reisterstown Road, an outstanding store in Pikesville.

The store that stands out is the store where more people step in. With the right kind of STORE FRONT AND SIGN LIGHTING, you can make your place of business the most prominent one in the area you serve.

The first function of good advertising is to attract attention. Attention-getting LIGHT will do a better job at lower cost than any other form of advertising a neighborhood store can afford.

We'll be glad to have one of our lighting engineers make a FREE SURVEY and submit recommendations for "Lighting to Increase Your Business." There is no cost or obligation to you. Just call LExington 9-8000, Ext. 2128.

Baltimore Gas and Electric Company

ADD

TO YOUR CIGAR DEPARTMENT

AND SCORE A HIT . . .

America's Favorite Cigars

EL PRODUCTO

KING EDWARD

IGNACIO HAYA GOLD LABEL

KEEP THESE FINE CIGARS IN YOUR LINE-UP

Daniel Loughran Company, Inc.

DISTRIBUTORS

Baltimore — Hagerstown — Washington

A Thoughtful Store
Sweetheart
Sanitary Wrapped
STRAWS
Sweetheart Straws

Fountain Customers Appreciate

Sweetheart
SANITARY WRAPPED
Straws

Protecting your customers' health is your duty. Sweetheart Sanitary Wrapped Drinking Straws afford this necessary protection and your customers will show their appreciation through increased patronization. No extra charge for your "Personalized" advertising imprinted on wrappers.

If Your Wholesaler Can't Supply You, Write or Phone:

The Sign of "A Thoughtful Store"

MARYLAND PAPER PRODUCTS COMPANY
1100 South Eutaw Street - - - - Baltimore, Md.

TOASTCHEE
LANCE

Look what
I found!

I found that my customers really go for those tasty Lance snacks. And I found, too, that I make more money on them than any other brand. Must be because they sell so fast.

They're advertised

LANCE
CHARLOTTE, N. C.

Maryland's Largest Independent Photofinishing Laboratory Equipped to Handle all Kodacolor — Black and White Photofinishing

(OUR LAB. TECHNICIANS TRAINED AT ROCHESTER)

24 Hours
Black & White
Service

Paramount
PHOTO SERVICE

48 to 72 hours
Kodacolor
Service

PICK UP AND DELIVERY 6 DAYS A WEEK

Finer • Faster • Friendlier and More Profitable

WE CATER TO THE DRUG TRADE

5408 PARK HEIGHTS AVE. **FOrest 7-8385**

BLUE RIBBON—DELUXE

SOLD IN DRUG STORES ONLY

3 for 50c Retail
1 Doz. for $1.50 Retail

No Change in Prices

Consumer accepted for 30 years

BLUE-RIBBON

AQUAPAC—The First and Best in rolled wet Skins

3 for $1.50 Retail
1 Doz. for $5.00 Retail

Consumer Appeal — No Change in Prices

AMERICAN HYGIENIC COMPANY

111 S. Paca Street — SAratoga 7-8328 — Baltimore 1, Md.

REM

COUGH MEDICINE

Will Be On

WITH's Spotlight
DRUG PLAN

in a special drive
with the B.M.P.A.

● ● ● ● ●

Special REM Weeks

Nov. 16 - Nov. 28

● ● ● ● ●

Stock Up Now

Ask your wholesaler about the
EXTRA 5% DISPLAY ALLOWANCE
on Rem Deals through Nov. 16, 1959.

clearly the purest...
clearly the best seller

EVERFRESH

CITRATE of MAGNESIA

In the emerald green bottle customers recognize instantly

- sparkling "lemonade" taste
- perfectly pasteurized and manufactured under strict supervision and controls
- Your wholesale druggist has Everfresh, the standard citrate for 35 years

350 cc size: list price, **$2.45** per dozen. Minimum retail price, 30¢ each.

This price effective in all New England and Mid-Atlantic states

see the difference in purity
see the difference in sales

Everfresh Manufactured by

McCAMBRIDGE & McCAMBRIDGE CO.
6400 Rhode Island Avenue • Riverdale, Maryland

TO BE REFILL
EVERFRESH
CITRATE of MAGNESIA

Greeting Cards, Inc.
Has Now Become
CharmCraft
PUBLISHERS
OF WASHINGTON
(ONLY THE NAME HAS CHANGED)

Publishers and Exclusive Distributors in this Area for Nationally Advertised Charm Craft Cards and Gift Wrappings.

CHARMCRAFT PUBLISHERS
OF WASHINGTON
3132 M STREET, NORTHWEST • WASHINGTON 7, D. C.
WASHINGTON: FEderal 3-1500 • BALTIMORE: VErnon 7-4213

America's Friendly Gesture . . .

SCHRAFFT'S®
CHOCOLATES

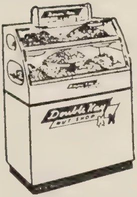
Feature the candy that creates quick turnover and repeat business. Profit by the ever-growing demand for Schrafft's—recognized by candy-lovers everywhere as supreme in quality and flavor.

It pays to promote Schrafft's Chocolates!

ALLEN SON & CO., INC.
Phone EDmondson 6-6010
25 South Warwick Avenue
Baltimore 23, Md.

Distributors of
SCHRAFFT'S
CHOCOLATES

WORLD'S FINEST SALTED NUTS



Fresh From Our

Double Kay
NUT SHOP
DEPARTMENT ®

The leading drug store owners in your state will tell you the Double Kay Nut Shop is producing more sales and profits than any item in the drug store occupying similar space.

IF —— you have a clean, first-class drug store, let us reserve a Nut Shop for you.

THE KELLING NUT CO.

2800 W. Belmont Ave. **Chicago 18, Illinois**

CHOCOLATE MARSHMALLOW

A Special Flavor By . . .

Delvale
ICE CREAM

Always Good Taste

Delvale Dairies, Inc. • 2030 Harford Road • BE 5-1151

Fast Movers in your Cigar Department

Quality tobacco, competitive prices and smoker preference by a generation of Marylanders make these famous brands belong on display in your cigar department.

Uncle Willie Cigars ● **Monument Square Cigars** ● **Monument Square Filter Cigars**

For a new experience with quick moving, fresher and preferred cigars . . . in boxes and five packs, call today.

THE SCHAFER - PFAFF CIGAR COMPANY

630 S. WOLFE STREET — BALTIMORE

Right In Your Own Back Yard

LOEWY DRUG CO. INC.
EMERGENCY

- COMPLETE PHARMACEUTICAL DRUG LINE. Everyday delivery service, new product information cards with up-to-date dispensing information. All ethical drug houses represented.
- COMPLETE PROPRIETARY DRUG LINE. Current deal information, price changes, complete warehouse stocks, fast, turnover merchandise.
- PHARMACISTS SURGICAL SUPPLY. A complete line of surgical and sickroom items.
- COMPLETE GIFT COSMETIC AND SUNDRY LINE. Annual Holiday Gift Show.
- BUY BOOK: the most complete up-to-date buying guide available. Buy Book promotions are a planned series of sales events designed to build customer traffic.
- EMERGENCY PRESCRIPTION SERVICE. Around-the-clock emergency service for pharmacists in the Metropolitan area.
- WEEKLY DRUG DIGEST. The latest summary of sure changes, new products and current deals.
- TELEPHONE ORDER SERVICE DEPARTMENT. A fast, daily, efficient, and accurate order service by experienced personnel.
- LEGIBLE ORDER FORMS. Easy-to-read, easy-to-check typewritten forms accompany every delivery.
- BULMAN DESIGN AND MERCHANDISING SERVICE. World famous store engineering and layout facilities for building, remodeling, merchandising fixtures, profitable layout—inside and out.
- LOEWY MERCHANDISER. Regular sales and merchandising help on products and promotions.

LOEWY DRUG CO., INC.

"Professional Service for the Professional Pharmacist"

1120 NORTH CHESTER ST., BALTIMORE 13, MD.

DIckens 2-3610

Be smart

STOCK, DISPLAY and SELL PEPSI!

PEPSI-COLA
BOTTLING CO. OF BALTIMORE
LExington 9-7171

under appointment from
Pepsi-Cola Co., New York

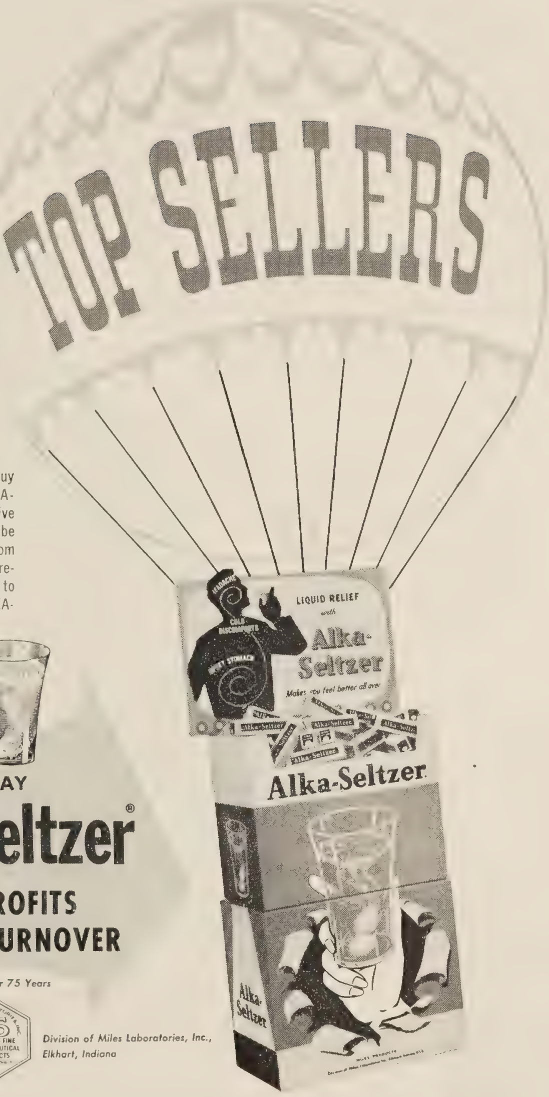
PREFERRED PROTECTION

New arrangements for providing Automobile Insurance and other forms of protection are now available. These new methods may provide substantial savings over your present insurance cost.

If you would be interested in having our representative contact you regarding these matters kindly let us know. We feel that our staff is particularly qualified to serve the pharmaceutical profession.

GREENE & ABRAHAMS CO., INC.
E. A. Rossmann, President
225 E. REDWOOD STREET
Baltimore 2, Maryland

It's Smart Business to Feature...


TOP SELLERS
HEADACHE
COLD DISCOMFORTS
UPSET STOMACH
LIQUID RELIEF with
Alka-Seltzer
Makes you feel better all over
Alka-Seltzer
Alka-Seltzer
MILES PRODUCTS

Your customers will be reminded to buy when they see this attractive ALKA-SELTZER merchandiser. Be sure to give it a prominent position and you will be rewarded with outstanding profits from volume sales. Your Miles Products representative will be more than happy to arrange delivery of this colorful ALKA-SELTZER display.

DISPLAY

Alka-Seltzer®

BRAND

for TOP PROFITS
and FASTER TURNOVER

Partner of the Retail Druggist for 75 Years

MILES PRODUCTS

75 YEARS OF FINE PHARMACEUTICAL PRODUCTS

Division of Miles Laboratories, Inc.,
Elkhart, Indiana

Elsie is a symbol. She represents a first-class company and a first-class product. As such, she is of great consequence to any place serving ice cream. Her UNUSUAL sales-ability is available to YOU.

Borden's
ICE CREAM
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FIRST AID for throat irritations

THANTIS Lozenges, the original anesthetic, antiseptic throat lozenge, is still *the leader in its field.*

THANTIS gives better relief than its many imitations because it contains Saligenin, a mild, non-irritating local anesthetic which relieves soreness.

THANTIS contains Merodicein, a highly effective, long-lasting antiseptic which combats infection.

THANTIS does not contain an antibiotic and cannot cause unpleasant side reactions in the mouth.

THANTIS has been a household word for twenty-eight years and its effectiveness and safety are backed by extensive clinical and lay use over this period.

THANTIS Lozenges *displayed* at point of sale bring big returns for a *little space.*

Supplied in packages of one dozen vials of 12 lozenges each.

Thantis
LOZENGES

Thantis LOZENGES
THANTIS LOZENGES

HYNSON, WESTCOTT & DUNNING, INC.,
Baltimore 1, Md.

HENDLERS GOOD OLD-FASHIONED ICE CREAM. HENDLERS
GOOD OLD-FASHIONED ICE CREAM. HENDLERS GOOD OLD-
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ICE CREAM. HENDLERS GOOD OLD-FASHIONED ICE CREAM.
HENDLERS GOOD OLD-FASHIONED ICE CREAM. HENDLERS

Making Friends

Hendlers good old-fashioned ice cream makes friends and influences sales for our dealers.

We are happy to do a complete job in this direction—in fact, we have been doing it for over a half century.

GOOD HENDLERS GOOD OLD-
FASHI GOOD OLD-FASHIONED
ICE CI FASHIONED ICE CREAM.
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ICE CREAM. HENDLERS GOOD OLD-FASHIONED ICE CREAM.

Hendlers
The Velvet Kind
ICE CREAM

THE MARYLAND PHARMACIST

PRACTICAL • PROGRESSIVE • PROFESSIONAL

VOLUME XXXV NOVEMBER, 1959 No. 2

"Seasons Greetings"
All Best Wishes
for a
Merry Christmas
and
A Happy New Year

Published Monthly by the
MARYLAND PHARMACEUTICAL ASSOCIATION
Subscription Price $2.00 the Year
650 W. Lombard St. — JOSEPH COHEN, Editor — Baltimore 1, Md.

At this joyous time of year when good friends like to get together—to exchange warm greetings—we, the people at Noxzema, would like to wish our friends, the druggists of Maryland, an especially

Merry Christmas...

and a *Happy New Year*

NOXZEMA CHEMICAL COMPANY
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Binding the boundless plains . . .

9 Lilly service wholesalers shrink distances for Plains States pharmacists

The shortest distance between the pharmacy and the manufacturer is by way of your distributor. And in the spacious plains of Nebraska, Oklahoma, and Kansas, this proximity to the wholesaler is particularly valuable.

Strategically located Lilly wholesalers provide rapid delivery anywhere in the area. The pharmacist need not wait for shipments from distant warehouses. No minimum orders are required of him. There is only one invoice to record—only one bill to pay.

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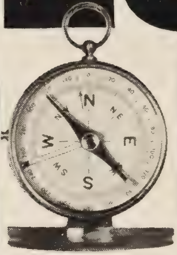

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The Maryland Pharmacist

MARYLAND PHARMACEUTICAL ASSOCIATION
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SAratoga 7-0746

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ALL PAST PRESIDENTS

... Editorial ...

Season's Greetings

As 1959 inevitably draws to a close, we should pause in our labors and count our blessings. We should also reflect pensively on the 1959 chapter of our own Book of Life. That we are a year older is sure. But are we a year wiser? Let's take a look at the record.

World affairs have a brighter outlook. International diplomatic meetings have been held. Russian leaders have visited the United States to observe the American way of life and discuss world problems. In turn, American leaders have visited Russia. Negotiations are under way for summit meetings. A visit to Russia and other key points by President Eisenhower is being contemplated. Although there are still revolts and skirmishes in some areas of the world, open warfare is less imminent than a year ago. For this we should all be thankful.

Economically, the year has been a good one. With the exception of the steel industry, bereft with a long strike not yet settled at the time of this writing, business generally, has gone ahead. The drug industry, including retail Pharmacy, continued to show progress throughout 1959. The prescription service aspect of Pharmacy is at an all-time high and the outlook for 1960 is optimistic.

Educationally, we were able to maintain enrollment in our Colleges of Pharmacy. Locally, through the efforts of a hard-working recruitment team, the University of Maryland School of Pharmacy has maintained its enrollment. The year 1960 will usher in the five year course in Pharmacy. This will make the third increase during the past thirty years. In spite of some pessimistic thinking regarding enrollment because of the increase in study, Pharmacy has continued to prosper and enrollment has not suffered to any extent. Pharmacy's positive attitude can go far to assure this trend. Pharmacists must keep abreast of educational standards established in other fields.

During the past year, Pharmacy has not made much progress in the distribution of potent drugs and medicines. Most efforts to legislate the distribution of drugs and medicines through established drug stores by, or under the supervision of registered pharmacists have either failed before adoption, or have not withstood legal pressure. As a result encroachment and abuse have grown. The medical profession has given very little aid and comfort in this regard, and no assistance has come from the manufacturer.

Because of the pressures brought to bear by various groups—charitable, fraternal, labor, pensioners clubs, etc.—discount gimmicks of one kind or another, have appeared in larger number during the past year. Most of these are confined at the present to the prescription department and vitamin sales. Some drug stores, without resort to rhyme or reason, have fallen for these gimmicks for fear of losing business, or in hopes of gaining it.

Legislation was attempted to correct some of the shortcomings that we have had with us for sometime, but the effort failed for lack of understanding and confidence. All legislation has two opposite effects. For all those that it

Season's Greetings

This changing world has brought
much that is new and good,
but nothing finer than the
Spirit of Christmas.

It is in this spirit we express our
sincere best wishes for a most
Happy Holiday and a Prosperous
New Year.

CALVERT DRUG COMPANY, INC.
901 CURTAIN AVE.
Baltimore 18, Maryland

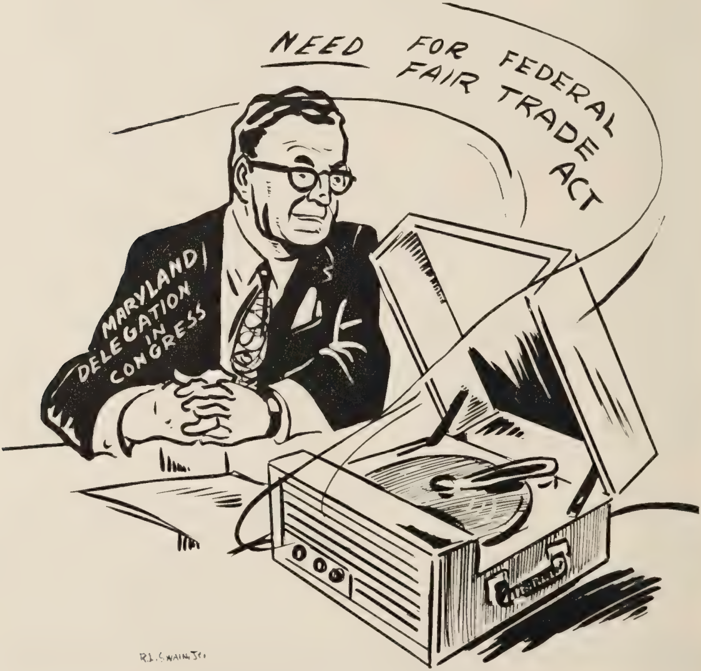
benefits, there must be some that it will penalize. If not right away—sometime in the future. We must learn however, to make some personal sacrifices for the overall good. It should be remembered too, that nothing is perfect—not even legislation, and that mistakes as well as obsolete and impractical legislation can be changed. We shall try again at some future date. Let's profit by our mistakes of the past.

As we approach the eve of a new year, we must neither brood nor complacently glory in the past. We must set our sights on tomorrow's horizon with renewed vision and vigor if we hope to hold our gains or improve our lot. The eternal struggle for existence knows no resting place.

In government, in politics, in business, and yes, in a profession, we must all have voice, but instead of a polyglot babble, let us raise our voices in a chorus of cooperation and accomplishment.

Let us all pause at this joyous season of the year to reaffirm our faith in God and in each other.

A GOOD NEW YEAR'S RESOLUTION


NEED FOR FEDERAL FAIR TRADE ACT
MARYLAND DELEGATION IN CONGRESS
R.L.SWAIN,JR.

KEEP ON PLAYING THE RECORD!

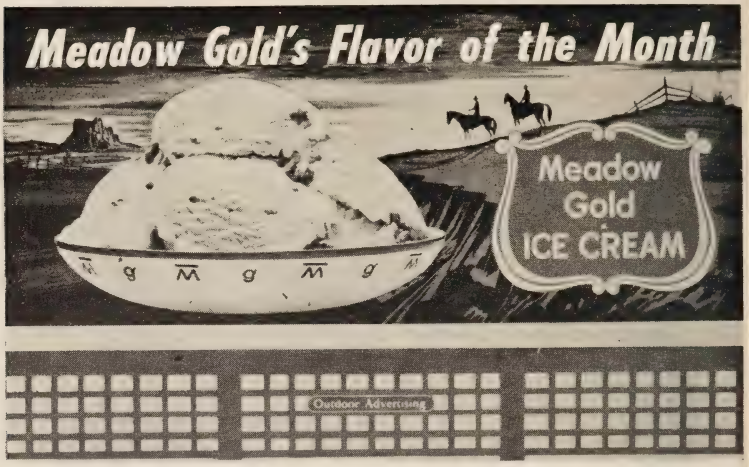
Rx
Peace on Earth

We at Loewy wish you

A Happy New Year

and

A Merry Christmas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Meadow Gold ICE CREAM
Outdoor Advertising

Now! The Greatest Outdoor Advertising Campaign in MEADOW GOLD History!

50 BILLBOARDS

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Tie-in with this great promotion! Feature the MEADOW GOLD "Flavor of The Month" and CASH-IN with bigger sales!

Tell them you saw it in "The Maryland Pharmacist"

VITAMINS

by Abbott

for size	smallest of their kind
for beauty	sealed in brilliant rainbow colors
for potency	rigidly assayed vitamin content
for packaging	a full line of "table" bottles*

*VITAMINS BY ABBOTT

	in the golden vitamin bottle
Sur-Bex® with C	Abbott's complete B complex with C (60's)
Optilets®	Therapeutic formula multivitamins (100's)
Optilets-M®	Therapeutic formula multivitamins with minerals (100's)
Dayalets®	Potent maintenance formula multivitamins (100's)
Vita-Kaps®	Economical multivitamins for the entire family (250's)
VitaKaps-M®	Multivitamins with minerals (250's)
	in the "apothecary" bottles
Dayalets-M®	Potent maintenance formula multivitamins with minerals (100's and 250's)

Sold only in pharmacies by pharmacists

ABBOTT

909136

PRESIDENT'S MESSAGE

Fellow Pharmacists:

Since my last message to you, I have done a little traveling throughout the State. In conjunction with Secretary Joseph Cohen, I have visited Central and Western Maryland. I attended an evening meeting of the Allegany-Garrett County Pharmaceutical Association, and in addition, I was in attendance at the Annual Dinner-Dance of the Prince Georges-Montgomery County Pharmaceutical Association.

To a great extent, I found our fellow pharmacists to be well satisfied with their profession and most are making plans for improvements to their physical plants and methods of service.

Many are very active in inter-professional activities and seem to be regarded by the other professions as equals. In addition, they are highly respected by the general public.

It is in this latter phase that I am particularly interested at this time. I fervently hope that all of us in our chosen profession will keep "plugging-away" and doing every thing in our power to increase the prestige of Pharmacy. It is my observation that, in the main, we are still looked upon as the little corner store-owner that acts as an advisor to many who are in trouble. In addition, we are more recently known as the one who dispenses the new magic—the miracle drugs.

I believe the coming Congressional investigation of the Drug Manufacturers will possibly be of benefit to all of us. I am sure the investigation will bring to light the vast amount of research behind these same miracle drugs and the educational background required in all phases of manufacturing and distribution, including the retail pharmacy.

I want to again mention Fair Trade. Fair Trade is far from a dead issue and your State Committee has met with national representatives and are setting plans for all of us to follow to insure passage of a Federal Bill.

Until you have definite assignments, please continue to contact your Washington Congressmen, preaching the Fair Trade Story. Remember, personal contacts are in most instances worth more than twenty letters or telegrams.

Sincerely,

GORDON A. MOUAT
President

◆◆◆

Seasons Greetings

◆◆◆

PREFERRED PROTECTION

New arrangements for providing Automobile Insurance and other forms of protection are now available. These new methods may provide substantial savings over your present insurance cost.

If you would be interested in having our representative contact you regarding these matters kindly let us know. We feel that our staff is particularly qualified to serve the pharmaceutical profession.

GREENE & ABRAHAMS CO., INC.
E. A. Rossmann, President
225 E. REDWOOD STREET
Baltimore 2, Maryland

Season's
Greetings
from
the
Traditional
Favorites

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Schwep
QUININE W
Pepsi-Cola
SPARKLING
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MARYLAND'S MOST EXPERIENCED

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How to get **More Business** from your Showcases

At Burris & Kemp, 3300 Greenmount Avenue, good general illumination from recessed ceiling units is supplemented by a fluorescent cornice to emphasize merchandise in wall cases, and high lighting at rear to attract customers through the store.

Showcases were not made just to serve as stock shelves. Their real job is to SELL merchandise. But they can't do it without the help of GOOD LIGHTING . . . PLANNED LIGHTING. Properly planned lighting will display your goods in a way that commands attention, creates desire, and stimulates impulse buying.

Impulse buying comes naturally when you use accent lighting. It spotlights . . . directs the buyer's eye to what you want to sell. It highlights . . . features quality and flatters merchandise in a way that rings the bell on your cash register.

Let us have one of our lighting engineers make a FREE SURVEY and submit recommendations for "Lighting to Increase Your Business." There is no cost or obligation to you. Just call LExington 9-8000, Ext. 2128.

Baltimore Gas and Electric Company

School of Pharmacy, University of Maryland, News

FROLIC PRIZE WINNERS and ALUMNI COMMITTEE

ANNUAL FALL FROLIC ALUMNI ASSOCIATION, SCHOOL OF PHARMACY, UNIVERSITY OF MARYLAND

The thirteenth annual frolic of the Alumni Association of the School of Pharmacy, University of Maryland was held at the Straus Auditorium, Park Heights and Slade Avenue, Baltimore, on November 5, 1959.

The audience, a happy, informal and friendly group, numbering approximately 500 hundred persons, included students, their parents and friends, faculty members, members of the sorority, fraternities and interested alumni.

The entertainment consisted of eleven skits by the students. Dr. Frank J. Slama, Executive Secretary, and Robert J. Kokoski, both teachers in the School of Pharmacy, supervised the presentation of the skits.

President Victor H. Morgenroth welcomed the guests and awarded the prizes. Irving I. Cohen, First Vice-President, was Master of Ceremonies.

Dean Noel E. Foss was presented and expressed appreciation of the work of the Alumni Association.

The following captured the prizes:

Phi Signa Delta Fraternity—First Cash Prize and the Bernard Cherry Cup, presented by him personally, for one year, together with a token cup for the fraternity.

Alpha Zeta Omega Fraternity—Second Cash Prize.

Phi Delta Chi Fraternity—Third Cash Prize.

Miss Arlene Asbell, piano solo—First Cash Prize for special presentation.

The Sappfield Sisters, Misses Carolyn Warfield and Nancy Sappe—Second Cash Prize for special presentation.

The judges selecting the recipients of the prizes were: Samuel Portney, Norman J. Levin and Francis S. Belassone, past presidents of the Alumni Association.

The Alumni Recruitment Students Committee, Mr. H. Nelson Warfield, Chairman, presented a short film, which is being shown to prospective pharmacy students by this committee.

Music during the presentation of the skits was furnished by a group from the School of Pharmacy. The "Men of Note Orchestra" played for the dancing from 10:30 to 12:30.

Refreshments were served by the Place and Refreshments Committee, Sam A. Goldstein, Chairman, ably assisted by Mrs. Goldstein, Jeff Rockman, Jerome Stiffman and others. The refreshments are always popular with the students and their friends. An abundant quantity of ice cream was provided by the Hendler Ice Cream Company. Cookies were provided by the Austin Baking Company. Coca Cola, Pepsicola, hot dogs, doughnuts and cider were also served.

Door prizes, in quantity and quality, were provided by the Calvert Drug Co., Loewy Drug Company, H. B. Gilpin Company, Muth Brothers, Allen & Son Candy, and the I. & L. Candy and Tobacco Company. Students, in particular, are pleased when they are the recipients of door prizes.

The following members of the Alumni Association assisted with the registration of the guests as they entered the hall, and with the distribution of prizes: Milton A. Friedman, Alexander M. Mayer, Solomon Wiener, James P. Cragg, Louis Rockman and others.

One prize, or rather an appreciation gift, was bestowed upon Dr. Frank J. Slama, for his painstaking planning of the program presented. He responded in his own inimitable way.

The annual fall frolics are sponsored by the Alumni Association and their donating friends, and furnish a bright evening of entertaiment for the students and alumni.

CARROLL CHEMICAL SCHOLARSHIP

The Carroll Chemical Company Scholarship for the 1959-60 scholastic year has been awarded to Mr. Louis Gubinsky, a sophomore student at the University of Maryland School of Pharmacy. The scholarship is a tuition grant and has an approximate value of $500.

The Silver Lining . . . .

The wise dealer who stocks either Abbotts or Jane Logan deluxe ice cream in his store finds his cash register drawer always lined—and filled—with silver coins of the realm. And, remember, green bills from silver coins do grow!

Give us a call . . . but only if you want your profit figures in crisp, crunchy green bills! . . .

EDmondson 6-4000

Abbotts ICE CREAM
Jane Logan De Luxe ICE CREAM

ABBOTTS DAIRIES, INC.
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- Absolutely uniform . . . completely sensitive
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. . . Fair Trade News . . .

FURNITURE DEALERS VOTE TO SUPPORT FAIR TRADE

Reversing its previous stand, the National Retail Furniture Association has voted to support the enactment of a federal fair trade law, according to word received by the Bureau of Education on Fair Trade.

Some months ago, while the House Interstate and Foreign Commerce Committee was holding hearings on the Harris national fair trade bill, the Association had recorded its opposition to fair trade.

In the recent balloting of NRFA members, 65.6 per cent voted in favor of a Federal fair trade law while 34.4 per cent were opposed.

The furniture retailers went on record as favoring a law which would promote manufacturer enforcement of minimum resale prices. Many of them, it was pointed out by Roscoe Rau, executive vice-president of the Association, have been concerned about the lack of protection retailers have in instances where fair trade prices were cut by competitors.

The NRFA reversal follows a recent switch in position by the Grocery Manufacturers of America. Previously the GMA had decided to oppose passage of a national fair trade law, but in a later action the group voted to withdraw their opposition and return to their traditional position of neutrality on this issue.

STATUS OF FAIR TRADE IN STATES

Thirty (30) states now have fair trade acts which are fully valid and enforceable, according to a report on the constitutionality status of state fair trade acts recently issued by the Bureau of Education on Fair Trade.

The remaining twenty (20) states, either have fair trade statutes which have been rendered ineffective by Supreme Court rulings or no fair trade laws whatosever.

Of the thirty states where fair trade is now effective, seventeen (17) state Supreme Courts have declared their respective fair trade acts constitutional, fully valid and enforceable. These states are the following:

Arizona
California
Connecticut
Delaware
Hawaii
Illinois
Maryland
Massachusetts
Mississippi
New Jersey
New York
North Carolina
Pennsylvania
Rhode Island
South Dakota
Tennessee
Wisconsin

In the other thirteen (13) states there has been no Supreme Court test of the validity of their fair trade acts. These acts, therefore, also remain valid and enforceable in the following states:

Alabama
Idaho
Iowa
Maine
Minnesota
Montana
Nevada
New Hampshire
North Dakota
Ohio
Oklahoma
Virginia
Wyoming

The Supreme Courts of fourteen (14) states have declared the so-called non-signer clause of their fair trade acts invalid, thus rendering fair trade ineffective for most practical purposes. These states are the following:

Arkansas
Colorado
Florida
Georgia
Indiana
Kansas
Kentucky
Louisiana
Michigan
New Mexico
Oregon
South Carolina
Washington
West Virginia

In two (2) states, Nebraska and Utah, the Supreme Court held invalid the entire fair trade act.

Four (4) states, as well as the District of Columbia, never had a fair trade act. These states are Alaska, Missouri, Texas and Vermont.

FAIR TRADE STICKER NOTICES

DOESKIN PRODUCTS, INC.— Page 84-A

Promotion For Temporary Period	**F.T.M.**
Doeskin Bathroom Tissue	2 for .25

THE E. L. PATCH CO.—Page 72-B

Item	**F.T.M.**
Kondremul—Plain & w/Cascara & w/Phenolphthalein	$1.49

BURMA-VITA CO.—Page 11-A

Burma Shave—2¼ oz.	.29
Burma Shave—4 oz.	.43
Burma Shave—7 oz.	.63
Burma Shave Bomb	.89
Burma Shave—14 oz.	.98

GLOVERS—Page 35

Item	**F.T.M.**
Liquid Shampoo	.63
Hair Tonic—4 oz.	.63
Medicated Ointment—1 oz.	1.19

SQUIBB'S—Page 94

Mineral Oil—6 oz.	.39
Mineral Oil—1 pt.	.75
Mineral Oil—1 qt.	1.19
Counterpain—1 oz.	.79

PROCTER & GAMBLE—Page 80

Prell Conc. Shampoo—Personal	.30
Prell Conc. Shampoo—Medium	.60

PERSONAL PRODUCTS CORP.— Page 74

Serena by Modess (12's & 48's) are no longer fair-traded in Maryland due to the fact that Serena is now a discontinued item.

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JOINT LEGISLATIVE ACTION

Joseph Cohen *

It is a foregone conclusion that Pharmacy must interest itself in Legislation of every description in this Age of rapid change. We must concern ourselves with legislation of an economic nature as well as that affecting us professionally. If we are to achieve the improvements in Pharmacy that we have been dreaming and talking about, we must combine the efforts of all facets of Pharmacy. If this is not done, the Walls of Jericho will continue to crumble about us, ultimately destroying the profession.

There is no earthly reason why we can not think, reason, and work together as one homogeneous body to solve our mutual problems and gain our purposes whether they be legislative or otherwise. And, I maintain, that we can do these things without losing our respective identities. Let us be less suspicious of each other and more cooperative for our own common good.

We should all set our sights toward the future of Pharmacy. Let us not brood further over the mistakes of the past. Indeed, we who are present here today have a definite obligation—we are responsible for the future of Pharmacy. Let us face up to this responsibility without further shirking our own individual duties. It can be done. It must be done, without further delay.

Because of Pharmacy's dual position of being both a profession and a business, we must be concerned with both professional and economic regulation. We can not afford to disregard one for the other nor place more emphasis on one phase than the other. Both are equally important and are interdependent upon the other. Please do not confuse this statement with the over-commercialism of Pharmacy. There is a difference between economics and over-commercialism.

One of Pharmacy's greatest problems is that it has not been alert to the changing methods of drug distribution. Pharmacy has not kept pace. In fact, it has lagged while others have made progress at the expense of Pharmacy. What can be done about this? Certainly, we can not turn back the clock, nor can we bring back the dead. But together we should make an active and energetic stand to prevent further inroads and encroachments on Pharmacy. We must first, re-evaluate ourselves as pharmacists; we must re-define Pharmacy and its services. We must get our own house in order by determining if we want to be looked upon as general merchants or as professional people who render a public health service to the community.

The retail drug store is Pharmacy's most vital public relations contact, and thus its most potent public relations influence. Pharmacists must be made to recognize their basic importance to public attitudes and reactions to Pharmacy if the profession and the retail drug store are to enjoy their proper place and public respect.

The drug store should be a model of cleanliness, orderliness, and conform to the highest standards of good housekeeping. The pharmacist himself should be neat and wellgroomed. He should reflect an air of an educated, well-informed, professional individual who has the welfare of the community at heart. In this way, the drug store will exert a constructive appeal to the mass of shoppers and housekeepers of America.

We must constantly conduct ourselves in such a fashion, so that the public will be led to recognize the retail drug store as the only safe, logical, and de-

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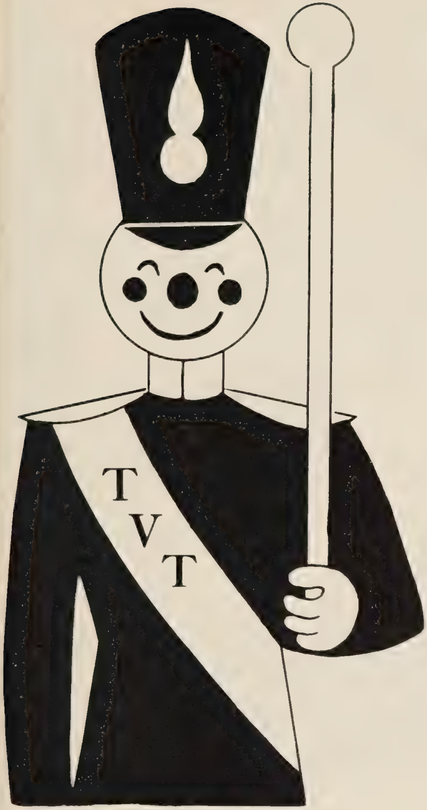
*Editor's Note: I have been asked to publish the full text of this address given before the joint meeting of the National Conference of State Pharmaceutical Association Secretaries and the Metropolitan Drug Association Secretaries, St. Louis Missouri, September 20, 1959. I am a member of both groups.



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pendable source of drugs, medicines, and medical supplies. As difficult as it may seem, this professional conduct and restraint must be self-imposed. It can not be accomplished by legislation alone.

However, outside the sphere of moral values, legislation does have a place in Pharmacy. It has a place in setting up laws to regulate the practice of Pharmacy with regard to licensure and the proper practice of the profession. This we have accepted under the caption of self-regulation. From time to time we revise these laws within our own states by additions or deletions as the times may require. Usually these laws are administered by a Board of Pharmacy or some state enforcement agency.

Then there are those laws which deal with the distribution of drugs. It is in this area that we have experienced our greatest difficulty and misunderstanding.

The fact that the state, through its legislature, has undertaken to regulate the practice of Pharmacy in the interest of the safety of the public, would seem sufficient to make the drug store stand for safety and dependability in the distribution of drugs, medicines, and medical supplies.

As the prescription department is the point at which the products of scientific therapeutic research are made available to the medical profession and the public, so should the training and knowledge of the pharmacist be recognized in the distribution of non-legend remedies of a potent and harmful nature. This should be presented to the public, to emphasize the fundamental role of the drug store in health and medical care.

The legislatures must be made to see that the distribution of drugs and medicines is properly within the orbit of professional pharmaceutical service, whether either by the pharmacist or under his direct supervision, as the foundation of legislation dealing with our economic and distributional problems. This will be much easier to do with the help of all concerned—the health professions, the manufacturers, and the distributors. I honestly feel this can be accomplished through a sincere, unselfish, united effort.

Legislatures are not likely to be sympathetic with the pharmacists' desire to restrict the sale of fully packaged and adequately labeled drug products to the drug store. Courts will most likely strike down all such legislation which does not impose those professional burdens upon pharmacists which will be of direct and immediate value to the public. Unfortunately, this has been demonstrated to us in the past by both legislative and court action.

I have refrained from discussing the Over-the-Counter problem because I do not wish to infringe upon Harold Freking's presentation here.

The same applies to the subject of Fair Trade. You are all familiar with the status of the National Fair Trade Acts.

These and other subjects are nonetheless just as important as the proper distribution of drugs, medicines and medical supplies.

An overall legislative program is necessary for the welfare of Pharmacy and all its practitioners. The changing times of the past quarter century have taught us that we are no longer self-sufficient. We are dependent not only upon each other within our own sphere of Pharmacy, but also upon those in the related health fields, and upon various and sundry trade groups. We can no longer adopt a passive attitude nor can we continue to have a one track mind.

I say that we can become an active, dynamic force, collectively, without sacrificing one iota of identity or professionalism.

I say that we can establish our place in the sun by emphasizing to the public: Pharmacy's splendid system of education; the legislative safeguards which surround the practice of Pharmacy; the code of ethics which underlie phar-

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maceutical service; the relation of Pharmacy and the drug store to community life; the sense of obligation and responsibility which are interwoven into professional pharmaceutical service, and the indispensable role which Pharmacy, drugs, and medicines play in the day-to-day rendition of medical care.

We can establish ourselves before legislative bodies by initiating legislative programs as a unified, cohesive unit with the support of allied groups.

Let us begin here and now at this meeting. If we do, this will indeed be a historic occasion.

To accomplish these things, I strongly recommend:

1. That a National Pharmacy Legislative Committee be set up as a permanent body to represent Pharmacy in all legislative matter.
2. That funds be provided by the National Associations, and the State and Metropolitan Associations to staff such a body.
3. That a complete study be instituted immediately to determine the inadequacies of State Pharmacy Laws regarding the control and distribution of drugs.
4. That guidance be given to those States who need revision of their Pharmacy Laws.
5. That an effort be made to unify State Pharmacy Laws and Regulations to eliminate confusion among the States, particularly, bordering States.
6. That serious thought be given to revision of the Durham-Humphrey Law regarding the distribution of Legend Drugs by the Medical profession, and the distribution of o-t-c drugs.
7. That special attention should be given to welfare programs of every description affecting the practice of Pharmacy.
8. That the advisability of pre-paid prescription plans be studied.
9. That an all-out, well organized effort be put forth to obtain a National Fair Trade Act as well as State Fair Trade Acts where they have been declared unconstitutional.
10. That special attention should be given to obtaining excise tax relief as this has proven to be a burden upon Retail Pharmacy.

These suggestions, by far, do not cover all of the legislative problems of Pharmacy, but they are uppermost in our thoughts as of the present. We will never rid ourselves of problems; as we solve these, others will surely come to take their places. To be alert and ever ready, one thing is for sure: We need Legislative Unified Action.

USES OF SORBITOL AND MANNITOL

by B. F. Allen *

Sorbitol is a hexahydric alcohol and belongs to the same chemical family as glycerin and the glycols. It occurs naturally as a sweet, nutrient ingredient of many fruits and berries. This substance is produced synthetically by continuous catalytic reduction of refined natural sugars—principally corn sugar.

In the pure state, sorbitol is a white, odorless crystalline solid with a faint, sweet, cool taste. It is highly soluble in water, slightly soluble in ethyl alcohol, and practically insoluble in most other organic solvents. It is stable either dry or in sterile aqueous solutions, and is unaffected by cold dilute acids or alkalies. Sorbitol is compatible with many materials encountered in formulation of many drugs and pharmaceuticals.

Due to its unusual combination of qualities, sorbitol is widely used as a moisture stabilizing agent or humectant. It gains or loses moisture at a considerably slower rate than other commercial polyols such as propylene glycol and glycerin. In creams and lotions, sorbitol retards loss of water, preserves texture, and produces a smooth, pleasant feel. Also, this property of slow rate of moisture gain or loss, retards dryness and the formation of crust when the cream-like product is left exposed to the air. This humectant property is particularly important, for appreciable loss of water will soon cause undesirable loss of softness as well as shrinkage of the cream from the sides of the jar.

---

*Associate Professor of Pharmacy, University of Maryland.

In candy and other confections such as marshmallows, sorbitol is used to help retain original softness and texture. In tobacco, it adds to "keeping" qualities, and improves taste and odor of the smoke. It also helps retain moisture in many food products, thereby, improving shelf-like freshness, and quality of the product when it reaches the consumer.

Sorbitol adds pleasant bodying effects to elixirs, mouth washes, cough syrups, etc. Because of its greater stability, it is widely used to replace sugar in various pharmaceuticals. In contrast to other vehicles sorbitol leaves a pleasantly cool, sweet taste in the mouth.

It has been found useful in the manufacture of I. Q. and S. phosphates elixir, ascorbic acid syrup, barbiturate elixirs, and an aspirin powder which can be stirred up in water to make a stable suspension.

Some manufacturers of cough syrup add sorbitol to sugar syrup because it slows down or inhibits crystallization around the top of the bottle and eliminates "sticky" problems. Also, sorbitol in solution is antitussive and this means that it has cough suppressant action.

It was recently discovered by chance that sorbitol causes increased absorption of vitamin B_{12} and iron on oral administration, and is now valued as an "absorption enhancement factor."

Sorbitol has also been investigated as an ingredient in parenteral vehicles. It is one of the ingredients which is added to water so as to give a solution which has a high enough specific gravity to suspend a water-insoluble therapeutic agent and which will not cause irritation at the point of injection.

Sorbitol has been used over a period of years as a substitute for sugar in the diabetic diet. Although it is converted to glucose in its metabolism, the slow rate of intestinal absorption tends to prevent a high degree of hyperglycemia[a]. Sorbitol is an ingredient in beverages, cookies, ice cream, candies, etc. which have been developed for people on calorie-restricted diets, as well as to meet the need of people subject to diabetes.

Sorbitol is used in toothpaste, gargle, and mouth rinse formulations because it is not fermented in the mouth to produce acids which might harm the teeth. Besides, it has a nice sweet "cool" taste by contrast with the hottish flavor of some other polyols.[b]

Sorbitol is the basis for the synthesis of ascorbic acid by fermentive oxidation. It is also useful in the synthesis of surface active agents known as Spans and Tweens.

Mannitol, N.F., an isomer of sorbitol is odorless, neutral in reaction, having a pleasant sweet taste. It is essentially non-hygroscopic, readily soluble in hot water, but sparingly soluble in cold water, and is supplied in powdered form.

Mannitol, like sorbitol, occurs in the uncombined natural state in many edible vegetables and fruits. It is produced commercially by the hydrogenation of glucose.

Mannitol is metabolized in the body more slowly and less completely than sorbitol and has been found to be desirable for use as a sweetening agent for special dietitic foods.

Mannitol has been used as a mild laxative over a period of years, particularly in Europe.

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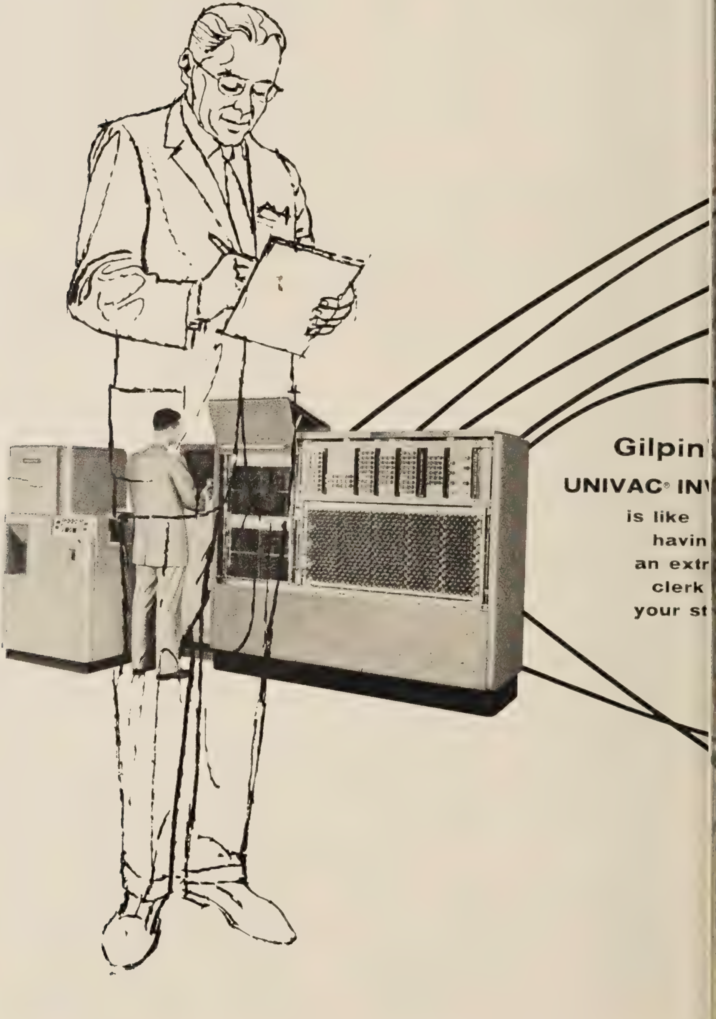
[a] Excess of sugar in the blood.

[b] Glycerin and propylene glycol are examples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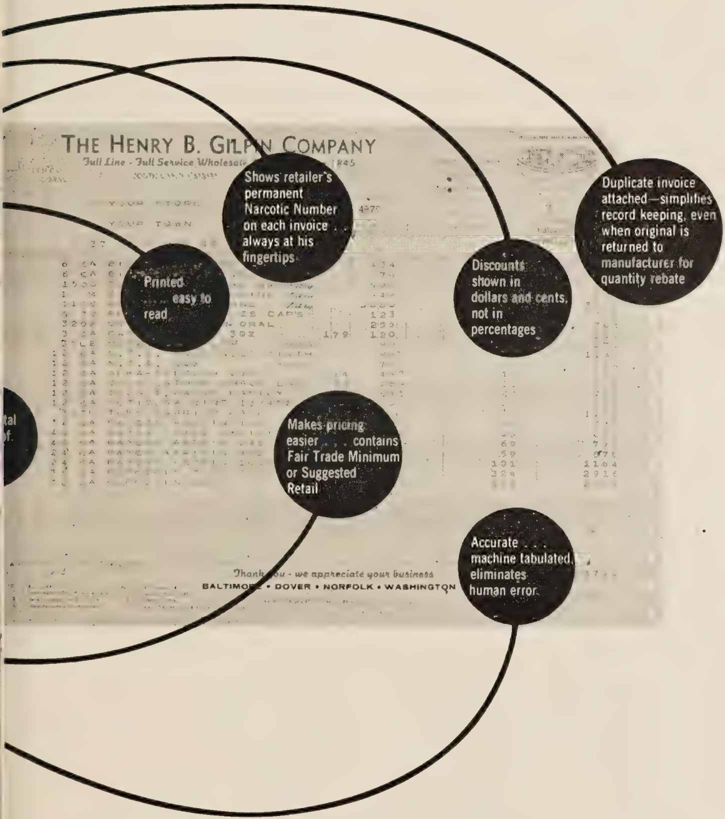
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Due to its essentially non-hygroscopic nature, sweet taste, and crystalline nature, mannitol is widely used in tableting. It helps keep tablets from crumbling or deteriorating due to moisture gain or loss. These properties also make it valuable as a dusting powder for chewing gum, food products such as candies, and as a diluent for powdered medicinals and baby foods.

Recently, so-called new melt-in-your-mouth" tablets have been formulated containing mannitol. This has resulted in vitamin tablets that taste delicious and can be sucked or chewed. Aspirin and antacid tablets that can be taken without water—they just melt away to nothingness in the mouth with none of the unpleasant taste generally associated with this type of tablet.

Mannitol has been used for many years as a diluent for ultrasensitive pharmaceutical ingredients such as vitamin B_{12}. In fact, a patent has been granted for a mannitol stabilized morphine—papaverine composition.

It is also an ingredient in vasodilators. Mannitol hexanitrate helps avoid arterial damage in management of hypertension, provides gradual and long-continued reduction rather than sharp drop in blood pressure. Effect lasts longer than that of other vasodilators. Can be used over extended periods without nausea, rarely produces headaches.

Mannitol Injection, N.F. is used as a diagnostic agent in a kidney function test that measures the glomerular filtration rate.

A combination of sorbitol and mannitol is used as a concentrated irrigating fluid in urological surgery. It has been found that this combination eliminates the risk of hemolysis, a sort of breakdown of red blood corpuscles, which can occur when water alone is used as the irrigating fluid. Also, it reduces tendency of troublesome hard clot formation and facilitates the use of optical instruments, such as the cystoscope.

Because of its non-hygroscopicity, mannitol can be used to replace starch, talc or lycopodium as a dusting powder for suppository molds.

Sorbitol is commercially suplied in the following forms:

1. SORBO[c] (70 percent aqueous solution of sorbitol)
2. Crystalline sorbitol, either powdered or in pellet form.
3. ARLEX (comercial sorbitol solution, 83 percent solids content)
4. Sorbitol Special (76 percent solution of sorbitol and its anhydrides)

The following products are available containing sorbitol as an ingredient:

ANASORB (tab)
CEPACOL (liq)
CREMALIN (tab)
CRYSTIVITE SORBETTES (tab)
CRYSTIVITE-FE SORBETTES (tab)
CYTAL[1] (liq)
DESENEX (oint)
DIOCTLYN CONC. (liq)
EQUANIL (susp)
FERMATIN (cap)
FORMATONE (liq)
FUMASORB (tab)
LISTERINE ANTIZYME TOOTH PASTE
LOWILA CAKE
MARTUSSIN SPECIAL (susp)
NEKATUSSIN (loz)
NOLAMINE (liq)
PROBILAGOL (liq)
RUFOLEX (cap)
SIGMOL ENEMA (liq)
SOMATOZYME (liq)
VICKS COUGH SYRUP
VI-SORBIN (liq)
VITERRA PEDIATRIC (liq)

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[c] Conforms to the standards for Sorbitol Solution, N.F.

[1] Also contains mannitol

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Volume 18 **NOVEMBER, 1959** **No. 3**

T.A.M.P.A. NEWS

T.A.M.P.A. explores the innermost mind! Seventy T.A.M.P.A. members and their wives were treated to a most interesting, informative and humorous presentation from Dr. Leonard Gallant, Professor of Psychology at the Johns Hopkins University on October 10, 1959. Preceded by the customary luncheon and a few brief announcements, everyone enthusiastically joined in on the "robe of the intellect" and "why we do what we do", as Dr. Gallant explained how emotions and attitudes determine certain actions.

In respect to our most beloved leader, Emory Helm, there has been organized an Emory Helm Memorial Committee, which has recommended that the present annual Pine Street Station Fund be renamed the Emory Helm Memorial Fund, and that the Fund continue to recognize Pine Street Station, one of Emory's favorite charities, as the beneficiary.

As you know, Pine Street Station is the Police Station in Baltimore in which women and children are confined. Often, women and children who are in need are brought to this station. Since the cost of temporary aid must be met in some way (no city funds available), the Pine Street Station was selected, in 1952, as the beneficiary of our Christmas Party gifts. Since that time T.A.M.P.A. has annually contributed money to Pine Street Station to be used to feed and clothe these needy women and children.

An annual goal of $200 has been set as the contribution to be made by the Fund. At present a poll is being conducted amongst the membership to determine the method of collecting the necessary money to sustain the Fund.

A large representation of T.A.M.P.A. members were present at the Regional meeting of the Maryland Pharmaceutical Assn. at Peter Pan, and a most interesting and informative day was had by all. It is very gratfying to see the closeness that exists between the parent association and its offspring, L.A.M.P.A. and T.A.M.P.A.

SEPTEMBER MEETING

The September luncheon meeting of T.A.M.P.A. was held at the Park Plaza Hotel on Saturday, September 12, 1959 at 12:30 P.M.

At the conclusion of the reports of the various committee chairmen and the business for the day, the thirty-eight attending "Tampians" were pleasantly entertained by State Comptroller Louis R. Goldstein who spoke on the history of Baltimore City and the position of Maryland in reference to the rest of the country in population growth, schools, penal institutions, and last but not least, the disbursement of taxes.

We were all better informed on our local political environment as a result of this excellent presentation by Comptroller Goldstein. Good fellowship was the order of the day.

CONVENTIONEERS

Mr. and Mrs. William H. Harrison recently attended the annual convention of the National Association of Retail Druggists at St. Louis, Mo.

Mr. and Mrs. John A. Crozier attended the annual meeting of the Federal Wholesale Druggists Association at the Greenbriar, White Sulphur Springs, West Virginia.

* * *

SEASON'S GREETINGS MESSAGE

Dear Members of T.A.M.P.A.

I want to take this opportunity to thank you for the interest and cooperation you have given me this past year in all our activities and I look forward to the coming year with the hope that our association will continue to flourish and strengthen by our combined efforts.

Please accept my best wishes for a most joyous Holiday Season as well as a happy, healthy and successful 1960.

Sincerely,

ALBERT HEYDEMANN
President

* * *

NEWS ITEM

Elmer Holmes Biles, Jr. was born on August 27, 1959 to the proud parents, Elmer (Skip) and Jane Biles.

CONGRATULATIONS BILL

On September 12, 1909, William C. McKenna, as a very young man, came to The Emerson Drug Company under the watchful eye of its Founder, the late Captain Isaac E. Emerson.

Through the years, Bill devoted his time and boundless energy to his work at Emerson—while still pursuing his studies at The Johns Hopkins University.

He moved steadily up the ladder and today—celebrating his Fiftieth Anniversary with The Emerson Drug Company, a wonderful achievement attained by few, and accomplished by a great Gentleman,—he is Vice-President and Director of Production and Maintenance.

During the years, Bill has held the respect and admiration of his countless number of friends in the trade, and each one extends HEARTY CONGRATULATIONS and many years of productive work in the future.

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NEWS ITEMS

DRS. TICE AND OSOL HOLD NEW FACULTY OFFICES AT PHILADELPHIA COLLEGE OF PHARMACY AND SCIENCE

After 22 years as Dean of the Philadelphia College of Pharmacy and Science, Dr. Ivor Griffith has relinquished that post so that he might devote his full time and capacities to the office of President of the College. Dr. Griffith had been elected to the Deanship in 1937, and retained that position when he was elected President in 1941.

Following Dr. Griffith's resignation as Dean, two new offices in the faculty administration were created—Dean of Pharmacy and Dean of Science. Dr. Linwood F. Tice, Director of the School of Pharmacy and Associate Dean, was named to the former office and Dr. Arthur Osol, Director of the School of Chemistry was named Dean of Science.

Dr. Griffith had been, also, Chairman of the Faculty Council, but that office is now held by Dr. Louis Gershenfeld, Director of the School of Bacteriology. Dr. Martin S. Dunn was named Vice-Chairman of the Faculty Council and Dr. Nathan Rubin, Secretary.

PROVIDE THE FACTS ABOUT DRUG PRICES

Pharmacists should take advantage of the public's interest in drug costs by explaining to them the facts behind the development of modern pharmaceuticals and their prompt availability to the community. This is the editorial advice of Dr. William S. Apple, Secretary of the American Pharmaceutical Association, writing in the November issue of the APhA Journal, Practical Pharmacy Edition. With the Kefauver investigation into drug prices due to start on December 7, this advice is particularly timely. To help pharmacists the APhA is making available reprints of articles published in the October issue of the Journal, dealing with three aspects of pharmacy as related to community health—Research, Value, and Integrity. Single copies of the 16-page reprints are available from the APhA (2215 Constitution Avenue, N.W., Washington 7, D. C.) at no charge; quantity prices are $10 per hundred or $80 per thousand.

The APhA has already started distribution of the booklets by sending copies to every Member of Congress, every Governor, and a selected number of executives directing federal and state agencies. It is hoped that pharmacists everywhere will follow up the APhA's lead by obtaining supplies of the reprints and distributing them to community leaders with whom they are personally acquainted.

The first of the three articles in the reprint is entitled "What Does Medical Care Cost?" In this, Dr. Jules Backman, Professor of Economics at New York University School of Commerce, points out that over 50 percent of the prescriptions filled in the United States costs less than $3, and only 1.5 percent costs over $10. In the second article, "Science Works for Better Health," Dr. Austin Smith, President of the Pharmaceutical Manufacturers' Association, discusses the achievements of medicine in the past, and looks to its likely development in the future. Dr. Earl L. Butz, Dean of Agriculture of Purdue University, writes the third article. People have already decided that they can afford good health facilities, says Dr. Butz—now it is up to the medical and pharmaceutical professions to assure them that they are getting their money's worth.

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PRESIDENT'S MESSAGE
BALTIMORE METROPOLITAN PHARMACEUTICAL ASSOCIATION

Dear Fellow Pharmacists:

The Annual Meeting and Election of Officers of the Baltimore Metropolitan Pharmaceutical Association will take place at the Kelly Memorial Building on December 3.

At this meeting, the officers and committees of the Association will report on the activities and the accomplishments of the Association for the year 1959.

The reports per se, perhaps, are of very little importance to the pharmacists of the greater Baltimore area. These reports, however, are important to those who give them, because they are the ones who have done the work with a sense of dedication and a feeling of satisfaction.

During my year as President, it has been my privilege to observe these workers first hand. Their's is a cause of devotion to Pharmacy rather than selfish interests and motives.

I am bringing this to your attention at this time because so often we hear of criticisms directed against the officers and committees of the Association.

As my administration is drawing to a close, I am glad to take this opportunity to thank the officers and committees of the Baltimore Metropolitan Pharmaceutical Association not only for supporting me, but also for advancing the cause of Pharmacy at personal sacrifice.

I am not looking for any bouquets for myself. Whatever success I have attained as your President, has been achieved through the concerted effort of the officers and committees of the Association. Therefore, it would indeed be in order for the pharmacists they have served to express appreciation in some way for a job well done. None of these people, I am sure, expect remuneration for their time and efforts, however, a kind word goes a long way. Try it and see.

Speaking of a "kind word"; at this season of the year when we turn our particular attention to a renewal of our prayer for: "Peace on Earth—Good Will To Men", I wish to extend to you and yours Seasons Greetings and best wishes for a Healthy, Happy and Prosperous New Year.

HERMAN B. DRUKMAN
President

Merry Christmas
and
Happy New Year
from
the Officers of the
BALTIMORE METROPOLITAN PHARMACEUTICAL ASSOCIATION
and the
MARYLAND PHARMACEUTICAL ASSOCIATION

FEW LINES

OF MERCHANDISE APPEAL

TO SO MANY OF YOUR CUSTOMERS

AS DO MAGAZINES

Magazines are always in great mass demand. Men, women and children of all ages have their favorites, which they came back to your store for, again and again, as each new issue is placed on sale. This great mass demand pays off handsomely . . . A complete magazines department, conveniently located, and properly serviced, means maximum sales and profits for you.

MARYLAND NEWS CO.

2001 W. VINE STREET

GI lmor 5-4545

ADVERTISING AND PRESCRIPTION PRICES

Some critics of the pharmaceutical industry contend that medicine prices are high because the manufacturing companies advertise their products to physicians.

But, as Dr. George W. Dana, administrator of North Shore Hospital in Manhasset, New York, points out, advertising of medicines to physicians performs a vital service. Speaking before the Pharmaceutical Advertising Club, Dr. Dana, who has served as Associate Dean of Johns Hopkins Medical School, and as a member of the faculties of Tufts and Harvard Medical Schools, as well as director of two important hospitals, reminds us that most of the modern developments in drug therapy were introduced after the graduation of most physicians practicing today.

Therefore, he states, "A great deal of what these doctors know about these new products, which now constitute the major part of their prescriptions, and for which they are in a position to prescribe so specifically, they have learned from the medical communications of the industry."

Dr. Dana goes on to say that physicians want to know as much as possible about new medicines for their patients, and that the pharmaceutical industry's advertising, whether in medical journals, film, or closed circuit television fulfills this need.

He also went on to explain that the emphasis in development of new medicines has shifted from university laboratory to the pharmaceutical manufacturing laboratory. As a result, he reminded the pharmaceutical industry, "The doctor has been twice blessed by you. You have created the product and you have instructed him as to its usage."

As the Health News Institute points out, even if the pharmaceutical industry completely eliminated advertising its products to physicians, the price of a prescription costing $1 would drop to only about 95 cents. But, if they did this, pharmaceutical manufacturers would be unable to market their life giving medicines in the quantities that permit the pharmacist to charge only $1.00 in the first place.

RESINOL Formula
for relief of itching
now, *also* comes in a
GREASELESS BASE

NOW, by popular demand there is RESINOL GREASELESS. Base is new, but it's the same famous remedy for itching of eczema, pimples, diaper rash, chafing, chapping, minor rectal discomfort. Greaseless, stainless, washable, and packaged in a handy tube. Almost flesh color—can be used freely. Hides skin blotches as it soothes.

Stock, push, sell Resinol Greaseless. Your customers will appreciate the benefits of this fine new product. Alert your clerks to Resinol Greaseless, place it on your "want list" today. Retails for $.75 and at full list price, your minimum profit will be 33⅓%.

Regular Resinol Ointment, packaged in the white opal jar, contains lanolin. It is suggested specially for dry skin.

Order both from your wholesaler

RESINOL CHEMICAL COMPANY
Baltimore 1, Maryland

However, as Dr. Dana has explained, even more important than price, from the patient's standpoint, is the fact that without advertising, physicians would not have the necessary knowledge about new medicines to prescribe them in time to save the life, the health or the reason of thousands of Americans suffering from pneumonia, from heart disease, or from mental illness.

INTERESTING FIGURES ON DISTRIBUTION

According to A. C. Nielsen Company, the cost of distribution of goods from factory to consumer, and persuading him to buy them, takes about 44c out of each dollar we spend for automobiles . . . 48c out of each food dollar . . . 58c, clothing . . . 60c, household furnishing . . . 66c, drugs, toiletries and cosmetics.

Wishing you a most
successful season and
A Happy and Healthy
New Year

Al Heydemann

COLOR

GILT EDGE Photo Service Inc.

BLACK & WHITE

REMEMBER —
IN INSURANCE —
"THE BEST BUY IS A D I"

THE DRUGGISTS' OWN
Service Security Savings
THE AMERICAN DRUGGISTS' INSURANCE CO.
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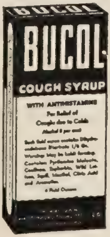
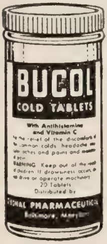
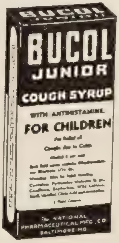
The BUCOL Twins Are Now A Trio!


BUCOL
COUGH SYRUP
WITH ANTIHISTAMINE

FTM $ .98


BUCOL
COLD TABLETS
With Antihistamine and Vitamin C

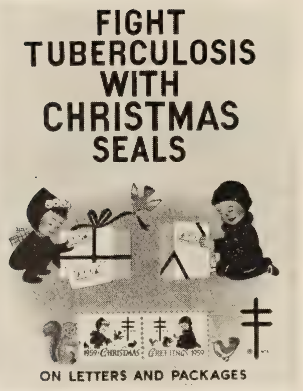
FTM $ .89


BUCOL
JUNIOR
COUGH SYRUP
WITH ANTIHISTAMINE
FOR CHILDREN

FTM $ .69

WE HAVE ADDED BUCOL COLD TABLETS
WITH ANTIHISTAMINE
TO THE BEST COUGH SYRUP TWINS
ON THE MARKET!

THE NATIONAL PHARMACEUTICAL MFG. CO.
BALTIMORE 2, MARYLAND


FIGHT TUBERCULOSIS WITH CHRISTMAS SEALS
1959 CHRISTMAS GREETINGS 1959
ON LETTERS AND PACKAGES

TB IS NOT DEAD HERE . . . BUT CHRISTMAS SEALS WILL HELP KILL IT!!!

Last year, almost 2,000 new, active cases of tuberculosis were found in Maryland. Over 300 deaths in the state were caused by tuberculosis. There are still cases to be found and there are still people being treated whose cases were discovered previously. Surely, TB is not a dead disease.

TB is a communicable disease and anyone of us can catch it. Age, sex, race and occupation have nothing to do with it. **You** can catch TB. Don't say, "It can't happen to me" because it can.

Red Schoendienst, baseball star of the Milwaukee Braves, is some one who thought TB couldn't happen to him. But Red was wrong and last year he did catch TB. He's recovered now and has agreed to be the National Honorary Chairman for the 1959 Christmas Seal Sale.

Red learned the hard way what Christmas Seals are doing to get rid of tuberculosis. He learned that Christmas Seal funds are spent on chest X-rays and other casefinding programs, personal services to hospitalized patients, medical and scientific research and educational projects for professional TB workers, patients and the public alike. Your tuberculosis association hopes you will remember these things, too.

Christmas Seals have been an American tradition for more than fifty years. When you receive your Christmas Seal letter, please be generous. Keep the Christmas Seal tradition alive and help get rid of tuberculosis in Maryland. Buy—and use—Christmas Seals.

BALTIMORE PHARMACY WINS GEM BLADE DISPLAY CONTEST

National first prize in the Gem blades-fishing lure retailer display contest sponsored by A-S-R Products Corporation, makers of Gem razors and blades, was won by Mayer Handelman, proprietor of the Wood Haven Pharmacy in Baltimore.

Mr. Handelman topped retailer entries from every state with his unique displays of the Gem blades-fishing lure combination at all key traffic points in the store and in his main display window.

His prize was a 19-ft. cruiser, a duplicate of which was won, under terms of the contest, by Carl Esposito, of Baltimore, a Calvert Drug Company salesman who services the Wood Haven Pharmacy.

PRESCRIPTION PRICING QUESTIONNAIRE

The Department of Pharmacy Administration, University of Maryland School of Pharmacy, has distributed a prescription pricing questionnaire.

The Department of Pharmacy Administration will compile and evaluate all the material returned and shall endeavor to supply you with information which will aid you in the operation of your prescription department. All answers are confidential. It is important that factual data only is provided.

The Baltimore Metropolitan Pharmaceutical Association and the Maryland Pharmaceutical Association have approved this project and urge your prompt cooperation in returning the completed questionnaire.

McDOWELL, PYLE & CO., INC.

(Est. 1892)

Exclusive Distributor of

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"THE CANDY OF EXCELLENCE"

NATIONALLY ADVERTISED

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221-23 W. PRATT ST. **BALTIMORE 1, MD.**

Accepted By Pharmaceutical Profession Since 1890

MANHATTAN DRUG CO.
156-158 Tillary Street
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Manufacturers of

DRUG SPECIALITIES

Stearns and Patch Private Label Formulas
Buyers Imprint M-D-C Label

Neo Hist Nasal Spray—Neo Hist Capsules & Tablets
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Represented by

I. M. (Irv.) Fischer, Jr.
7236 Park Heights Avenue
Phone FL. 8-1033
Baltimore 8, Maryland

PHARMACY CHANGES

The following are the changes in pharmacies in this State during August:

Change of Ownership:

Apothecaries, Inc. t/a Fisher's Pharmacy, 1929 Virginia Avenue, Hagerstown, Maryland, Jay E. Levine, Pres. (Adolph Baer, Secy.).

Englander's Pharmacy, Inc., Clinton W. Englander, Pres., 8 Alder Street, Oakland, Maryland.

Mrs. Bertha Jean Eldridge, 7200 North Point Rd., Sparrows Point, 19, Maryland, Eldridge's Pharmacy. Formerly: Arthur C. Eldridge.

Super Drug Company, Inc., 921 Patapsco Avenue, Baltimore 25, Maryland, Sidney, Norman, Kenneth and Harold Sober, Sidney Sober, Pres. Change to Corporation.

New Store:

Howard & Morris, Pharmacists, 8102½ Loch Raven Blvd., Towson 4, Md. Gluckstern & Bookoff, Inc., Mr. Morris Bookoff, Pres.

Frederick Medical Arts Pharmacy, Inc., 301 Tollhouse Avenue, Frederick, Maryland, Robert K. Moler, Pres., George F. Hutto, Vice-pres. and Secretary.

Cross Country Pharmacy, 5730 Pimlico Road, Baltimore 9, Maryland, Erwin Deitch, Pres.

Medical Center Pharmacy of Silver Spring, 10602 Georgia Avenue, Silver Spring, Maryland, Benjamin Paul Bourne, Prop.

Closed:

Canton Pharmacy, 847 South Kenwood Avenue, Baltimore 24, Maryland, Partnership: Joseph F. & Milton S. Getka, Herbert E. Gakenheimer & Harry W. Langmead.

Green's Pharmacy, 170 Main Street, Annapolis, Maryland, Wm. A. Clark, Prop.

Change of Address:

Packett's Pharmacy, 8472 Piney Branch Road, Silver Spring, Maryland To: 8706 Flower Avenue, Silver Spring, Leon I. Drapkin & Milton Katz.

The following are the changes in this State during September:

Change of Ownership:

Bialek's Medical Arts Pharmacy #4, 8218 Wisconsin Avenue, Bethesda, Maryland, Ted Bialek, president. Formerly: Parkway Prescription Pharmacy, Samuel E. Klimen, proprietor.

Braden's Professional Pharmacy, Ansel Wayne Braden, proprietor, 800 Pershing Drive, Silver Spring, Maryland. Formerly: Drug Fair, Bladensburg Drug Company, Inc., Robert Gerber, president.

New Stores:

Edgehill Pharmacy, Carter Building, Market Street, Denton, Maryland, Thomas W. Campbell, vice-president.

Valley Pharmacy, 1717 York Road, Lutherville, Maryland, Frank J. Wesolowski, proprietor.

Changed to Corporation:

Rex Pharmacy, Inc., 4637 York Road, Baltimore 12, Maryland, I. James Hendelberg, president.

Austin's Pharmacy, 6729 York Road, Baltimore 12, Maryland, Mrs. Dorothy B. Austin, president.

VITAMIN E CLAIMS

The Food and Drug Administration cautioned consumers against wild claims about products purporting to be sources of Vitamin E. Since the daily diet provides more than adequate amounts of Vitamin E for the average individual, the FDA noted, supplementing it with the vitamin is not necessary.

The note of caution accompanied an announcement that products represented as containing Vitamin E are no longer required to bear a label statement that the need for this vitamin in human nutrition has not been established. It has now been established that Vitamin E is needed in the physiological processes of the human body, FDA said.

Differences of opinion regarding the role of Vitamin E in animal and human nutrition have existed since its discovery in 1925. Because it is so abundant in food and feeds, it was necessary for research workers to use diets especially treated to destroy the Vitamin E naturally present before they could demonstrate that a deficiency of the vitamin would have any physiological effect on an animal. For the same reason, it has taken many years to establish with certainty the need for Vitamin E by humans.

FDA said consumers should be wary of any claims that products offered as sources of Vitamin E are necessary to treat or prevent any identifiable nutritional deficiency. A number of court actions have been taken against Vitamin E products promoted for treating or emphasizing such diseases as sterility, heart disease and muscular dystrophy. FDA said that the vitamin is of no value for such purposes.

"Any claim in the labeling of drugs or of foods offered for special dietary use by reason of Vitamin E, that there is need for dietary supplementation with Vitamin E, will be considered false," the FDA announcement said.

LILLY PUBLISHES PR BULLETIN

Eli Lilly and Company is publishing a Public Relations Bulletin for pharmacists. It will be sent to drug stores as a Lilly service without charge.

The Bulletin will contain a compilation of public relations material to assist pharmacists in discussing pharmaceutical matters with patrons and in preparing written communications for the laity and physicians.

HOLIDAY SPECIALS . . .
for extra special Profits!
Delvale
Delvale
ICE CREAM
FRENCH NOUGAT
Delvale
ICE CREAM
FRENCH NOUGAT
DELVALE SNOWBALLS
DELVALE ICE CREAM TREES
Always Good Taste...
NEW! EXCLUSIVE! SPLENDORS
EGG NOG ICE CREAM
Delvale®
2030 Harford Road BE. 5-1151

OFFICERS ELECTED BY MEADOW GOLD

William H. Granger, Jr., has been named president and Henry H. Goldscheider, vice president of Meadow Gold Company, of this city and Washington D.C., a division of Beatrice Foods Company, William G. Karnes, president of Beatrice Foods, announced.

Mr. Granger, a native of Norfolk, Va., succeeds William F. Nadisch as head of the company's operations in Baltimore. Mr. Nadisch passed away on October 23, 1959. Mr. Granger will also continue as manager of the Washington plant.

A veteran of 33 years with the firm, Mr. Goldscheider began his career as a salesman with Meadow Gold Ice Cream Company in this city in 1926, the year the local firm was founded. Two years later he was promoted to sales manager and, in 1932, he was named vice president of Meadow Gold's ice cream operations here.

Meadow Gold will continue its operations here as the Meadow Gold Ice Cream Company.

PERSONAL NOTES

Doctor Noel E. Foss, Dean, School of Pharmacy University of Maryland, and Francis S. Balassone, Secretary, Maryland Board of Pharmacy, attended the Conference of Boards and Colleges, District Number 2, National Association Boards of Pharmacy and American Association Colleges of Pharmacy in Pittsburgh, Pennsylvania, October 22-24, 1959.

Mr. Balassone delivered a paper entitled "Manpower-Registration Procedures in the States of District No. 2." Dean Foss collaborated in a presentation entitled "Recent Innovations in Pharmacy Student Recruitment."

Mr. Balassone was elected Chairman of the Boards of District No. 2 for 1959-60, and Dean Foss was named Secretary-Treasurer of District No. 2, NABP and AACP for the same period.

Robins

NOVEMBER CHECK LIST

Tear out for a handy check of
your current stock of these
Robins products that are receiving
special promotion in your area
THIS MONTH

Robaxin®
☐ Tab. 50's ☐ Tab. 500's ☐ Amp. 10 cc. 5's

Phenaphen®
☐ Cap. 100's ☐ Cap. 500's ☐ Cap. 1000's

Phenaphen® with Codeine
☐ Cap. ¼ gr 100's ☐ Cap. ¼ gr. 500's ☐ Cap. ½ gr. 100's
☐ Cap. ½ gr. 500's ☐ Cap. 1 gr. 100's ☐ Cap. 1 gr. 500's

Dimetane® Expectorant
☐ Pint ☐ Gal.

Dimetane® Expectorant-DC
☐ Pint ☐ Gal.

Donnagel®
☐ 6 oz.

Donnagel® with Neomycin
☐ 6 oz.

Ambar™
☐ Tab. 100's ☐ Tab. 500's
☐ No. 1 Extentabs 100's ☐ No. 1 Extentabs 500's
☐ No. 2 Extentabs 100's ☐ No. 2 Extentabs 500's

Why not check your stock of
all Robins products at the same time
—and be prepared

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Maryland's Largest Independent Photofinishing Laboratory Equipped to Handle all Kodacolor — Black and White Photofinishing

(OUR LAB. TECHNICIANS TRAINED AT ROCHESTER)

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PICK UP AND DELIVERY 6 DAYS A WEEK

Finer • Faster • Friendlier and More Profitable

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BLUE RIBBON–DELUXE

SOLD IN DRUG STORES ONLY

3 for 50c Retail
1 Doz. for $1.50 Retail

No Change in Prices

Consumer accepted for 30 years

BLUE-RIBBON

AQUAPAC—The First and Best in rolled wet Skins

3 for $1.50 Retail
1 Doz. for $5.00 Retail

Consumer Appeal — No Change in Prices

AMERICAN HYGIENIC COMPANY

111 S. Paca Street — SAratoga 7-8328 — Baltimore 1, Md.

taken without involving the other members.

Raiser blamed the increasing governmental interest in medical care on the fact that the public at large doesn't know that the patient gets "more successful medical care for his money than at any other time," nor does it know about "the extended life span, the conquests of many previously dangerous illnesses and the breakthroughs achieved in keeping America healthy."

He said the story of today's more specific diagnosis, of more knowledgeable treatments and techniques, of the physicians' newest therapeutic tools, as well as the drugs made available to him by the industry and the retail pharmacist reflects credit on everyone in medical care. Raiser said that replacing "intramural squabbling" with the telling of this story would go a long way towards making the "necessary costs of medical care understandable to both the lay public and Congress."

Raiser said that the greatest progress in medical care has and will continue to be made through private initiative. He added that while sickness does necessarily involve expenses, voluntary medical care plans such as Blue Cross and Blue Shield have proven of great assistance.

"These voluntary plans are good not only because they alleviate the burdens of serious illness but also because they represent the solid American tradition of self help and private initiative which neither wants nor asks for a handout from the government," Raiser said.

FDA WARNING ON FERTILITY TEST

The use of certain chemically treated diabetes test papers by women to determine the fertility cycle may be injurious and should be discontinued immediately, the Food and Drug Administration warned.

George P. Larrick, Commissioner of Food and Drugs, said that some of these test papers contain the chemical tolidine, which has not been adequately tested for its effects on the sensitive tissues of the female reproductive system.

"Until appropriate tests have been conducted to show that use of the paper will not cause injury, women should not use it internally to determine the fertile period," Mr. Larrick said.

The papers are marketed for use by diabetics, who are able to determine the presence of sugar in the urine by moistening the paper with a small amount of urine. The chemically treated papers change color if sugar is present.

No question has been raised about the safety of this procedure, FDA emphasized.

However, it has been reported that the secretions of the cervix also contain enough sugar during the ovulation period to cause the test paper to change color. This has resulted in publicizing the use of test papers for determining the fertile period of the menstrual cycle.

Two firms are known to have marketed plastic devices for applying the papers to the cervix. While these firms are no longer recommending use of the tolidine-treated test papers, FDA is concerned lest women who already have a supply on hand may continue to use it.

The product specifically aimed at in the FDA warning bears the trade name of "Tes-Tape" and is marketed by Eli Lilly and Company for use only by diabetics in determining urine sugar. FDA emphasized that Lilly has not recommended its product for testing fertility, but pointed out that the firms marketing the applicators have recommended use of the Lilly product with the devices.

DO YOU BELONG?
JOIN THE MPA NOW!

ADD

TO YOUR CIGAR DEPARTMENT

AND SCORE A HIT . . .

America's Favorite Cigars

EL PRODUCTO

KING EDWARD

IGNACIO HAYA GOLD LABEL

KEEP THESE FINE CIGARS IN YOUR LINE-UP

Daniel Loughran Company, Inc.

DISTRIBUTORS

Baltimore — Hagerstown — Washington

NIELSEN'S LATEST DRUG STORE REVIEW REPORTS SALES TRENDS THRU FIRST HALF OF 1959

During the first half of 1959, the rate of growth of U. S. drug and proprietary store sales in all U. S. major marketing areas returned to pre-recession highs. Yearly averages were 7.9% during the eight years through 1958 and the gain during the first six months of 1959 versus the same period, 1958, was 8.8%. This compares with a gain of 4.9%, 1958 versus 1957.

These trends are a few of many reported in the 28-page brochure, 25th Annual Review of Retail Drug and Proprietary Store Trends, published by A. C. Nielsen Company, world-wide marketing research firm, at its Chicago headquarters.

The report depicts spotty sales gains among stores in nine U. S. areas in 1958, with the East Central region the only one showing a loss over 1957. Stores in this region, however, made a remarkable comeback during the first half of 1959, with the highest gain of all territories.

Excerpts of other data reported in Nielsen's drug store review are:

Sales gains of drug chain stores were more consistent than those of independents, 1956 through 1958.

Among independents sales share of the larger drug and proprietary stores increased from 33.4% in 1954 to 39.5% in 1958 while medium and small size stores experienced drops in shares.

During 1958, while U. S. gross national product dropped and consumer disposable income increased 2.8% over 1957, retail sales of drug and proprietary stores gained 4.9%.

Sales of 15 major health and beauty commodities in the entire U. S. were split 50-50 between drug and food stores in 1958, but varied, respectively, from 72-28 (Metro New York) to 38-62 (Southwest) among the nine U. S. territories. Another analysis revealed that

Fast Movers in your Cigar Department

Quality tobacco, competitive prices and smoker preference by a generation of Marylanders make these famous brands belong on display in your cigar department.

Uncle Willie Cigars ● **Monument Square Cigars** ● **Monument Square Filter Cigars**

For a new experience with quick moving, fresher and preferred cigars . . . in boxes and five packs, call today.

THE SCHAFER - PFAFF CIGAR COMPANY

630 S. WOLFE STREET — BALTIMORE

NOW YOU CAN SERVE HOT IN-FRA-RED TOASTED SANDWICHES WITHOUT EQUIPMENT OR LABOR COST!

A NEW NATIONAL SERVICE, Stewart In-Fra-Red, Inc., will provide you with a Stewart In-Fra-Red cookery and fresh cellophane wrapped sandwiches delivered regularly to your store. Placed in the cookery, the sandwiches are toasted in three minutes by modern efficient in-fra-red cooking. You serve the sandwiches to your customers sanitarily wrapped in cellophane.

WHAT DOES THIS COST YOU . . . NOTHING . . . not one penny for equipment, lease, or hidden charges. All you do is purchase a minimum of sandwiches each week (the quantity decided by you). Your Stewart In-Fra-Red Commisary furnishes you with the attractive Stewart In-Fra-Red Cookery and delivers fresh sandwiches of choice ingredients made with the complete approval of your Board of Health. Attractive metal menu signs also furnished.

THIS NEW IDEA . . . originated by Stewart In-Fra-Red, Inc., . . . is in over 15,000 fountain and food service concerns in cities from coast to coast. Every Stewart In-Fra-Red Commisary is an established local business. You may consult your Chamber of Commerce, Dun and Bradstreet, and Better Business Bureau.

Call or write for a free demonstration:

Stewart In-Fra-Red Commissary
360 SOUTH DUKELAND STREET
BALTIMORE 23, MARYLAND
GIlmor 5-4129

drug stores, versus food stores, in 1958 accounted for better than 50% of the sales of 12 out of 20 major commodity lines.

Among the balance of items covered in the Nielsen review are consumer buying habits . . . sales of prescriptions and variations in usage . . . "miracle drugs" . . . selfservice in drug stores . . . new products . . . the impact of our national economy . . . observations and comments on subjects such as sales potential, profits, public relations and store modernization.

Copies of the review are available, no charge, from Food-Drug Industry Relations, A. C. Nielsen Company, 2101 Howard Street, Chicago 45, Illinois.

PHARMACY'S CONTACT WITH THE HEALTH PROFESSIONS

The work of the National Pharmacy Committee on Relations with the Health Professions gathered momentum as the result of a joint meeting with the National Conference of State Pharmaceutical Association Secretaries and the Metropolitan Drug Association Secretaries held in the Jefferson Hotel in St. Louis on Sunday afternoon, September 20, at the invitation of the National Conference of State Pharmaceutical Association Secretaries. All members of the National Committee were in attendance.

Chairman Frank W. Moudry of the National Pharmacy Committee on Relations with the Health Professions addressed the joint session, giving a brief review of the background of the Committee's activities since its organization in 1953, and reported on meetings of the Committee with the Pharmacy Liaison Committee of the Board of Trustees of the American Medical Association, the most recent of which was held in Washington on June 30.

It was pointed out by Dr. Moudry that the American Medical Association and other national professional societies in the health field are anxious to cooperate with the pharmacists of the United States and have welcomed the National Pharmacy Committee on Relations with the Health Professions as their point of contact on matters affecting both the A.Ph.A. and N.A.R.D.

Following discussion of Dr. Moudry's address, the joint meeting of State and Metropolitan Association Secretaries unanimously adopted the following resolution:

> RESOLVED that the National Pharmacy Committee on Relations with the Health Professions be recognized as the spokesman of the National Conference of State Pharmaceutical Association Secretaries and the Metropolitan Drug Association Secretaries in contacts with the other health professions, and be it further
>
> RESOLVED that problems dealing with relations with the other health professions coming to the attention of the State and Metropolitan Secretaries be referred to the National

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Dr. West's Toothbrushes
Davol Rubber Goods
Ace Hard Rubber Combs
Ajax Hard Rubber Combs
Devilbiss Atomizers
Camp Stationery
Lacross Manicure Implements
Millers Forge Manicure Implements
Jones Enamelware
Gillette, Gem, Razors and Blades
Schick Blades and Razors
Eaton High Grade Stationery
Becton Dickinson Products
Kotex, Kleenex, Modess, Yes
Tampax
Doeskin Products
Foster Forbes Glassware
American Thermos Bottles
Sheiks-Ramses
Trojans

Miller Drug Sundry Co.

105 W. Redwood Street
Baltimore 1, Maryland

Pharmacy Committee on Relations with the Health Professions for advice, counsel and recommendations.

The National Pharmacy Committee on Relations with the Health Professions met alone, subsequent to its meeting with the Association Secretaries, and decided to take immediate steps to aid in strengthening cooperation between medicine and pharmacy at state and local levels along the lines which have already been started.

It is anticipated that financial support for these activities will be made available from the sponsoring national organizations—the A.Ph.A. and the N.A.R.D. However, the Committee decided not to operate from either of the national association headquarters, although the Secretaries of the respective national associations will keep in close touch with the activities of the Committee. They are ex-officio members of the Committee. The Committee will not concern itself with interprofessional programs or projects of the sponsoring organizations, unless specifically requested to do so.

Because of the necessity for prompt action on pending matters of deepest interest to medicine and pharmacy, the Committee requested the present Chairman and Secretary to continue to direct the program and they agreed to do so temporarily. The work of the Committee will be carried on for the present from the office of the Secretary of the Committee, which is located at 502 Albee Building, 1426 G Street, N. W., Washington 5, D. C.

Bulletins will be issued by the Committee from time to time for the guidance of state and local groups. These bulletins will be issued from the office of the Secretary of the Committee after clearance with the Secretaries of the respective national associations.

The Committee expects to meet again separately and jointly with the A.M.A. Trustees Pharmacy Liaison Committee sometime in November.

In sorrow the thoughts of your friends blend with yours.

ROBERT S. SCHER

We regret to announce the sudden death of Robert S. Scher. Mr. Scher conducted the Corner Drug Store in Baltimore for many years. He was active in the Alpha Zeta Omega pharmaceutical fraternity. We extend heartfelt sympathy to his family.

WILLIAM F. NADISCH

We regret to record the demise of William F. Nadisch on October 23, 1959 after a prolonged illness. Mr. Nadisch was President of the Meadow Gold Ice Cream Company.

Mr. Nadisch held membership and was active in many civic, fraternal and religious organizations. He was a member of the Masonic Order, the TAMPA, and the Maryland Pharmaceutical Association.

He will be missed by his many friends and associates.

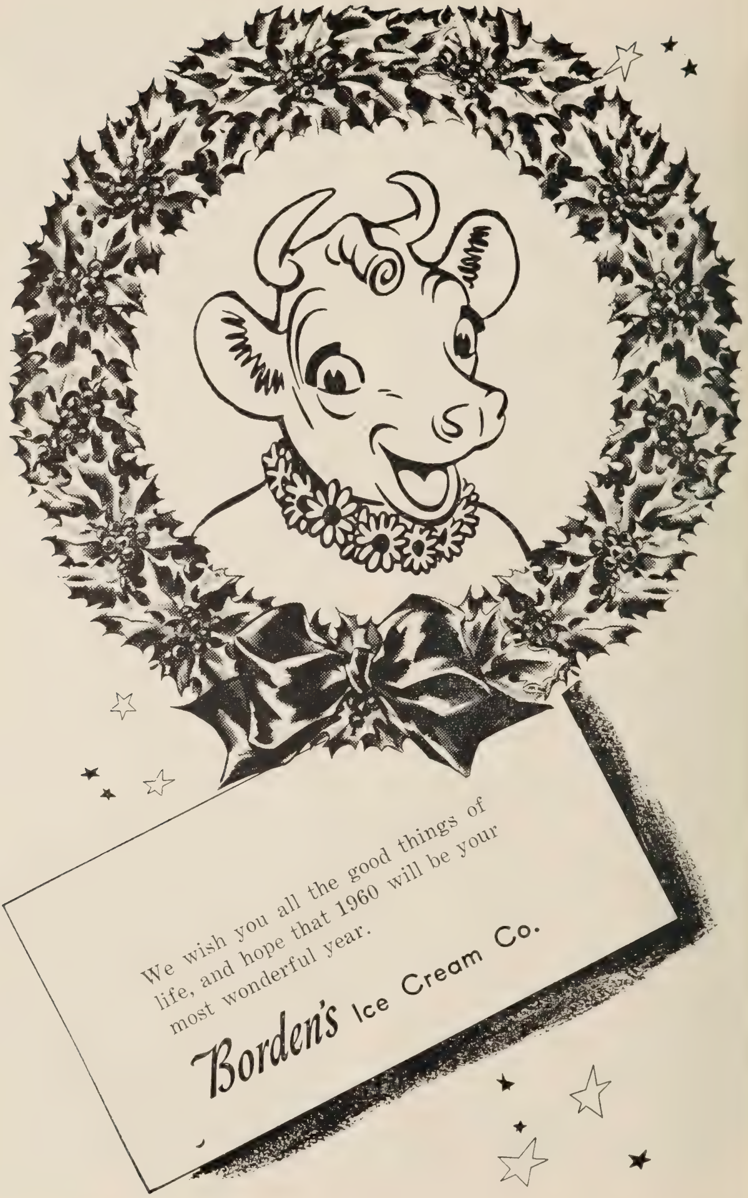
JOHN H. IRWIN

We are sorry to report the sudden death of John H. Irwin on September 24, 1959 at the age of 56. Mr. Irwin passed away while on vacation at his lake home in Ray, Minnesota.

Mr. Irwin was General Sales Manager of Hynson, Westcott and Dunning, Incorporated. He became affiliated with H.W.D. in 1927 as a detail man, two years after graduation from the Des Moines University College of Pharmacy.

Aside from his hobbies of fishing and golf, his greatest interest was working with the Boy Scouts of America. He showed a sincere interest in the activities of the Maryland Pharmaceutical Association and gave freely of his services and time.

We express our sincere sympathy to his family.



We wish you all the good things of life, and hope that 1960 will be your most wonderful year.

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VOLUME XXXV DECEMBER, 1959 No. 3

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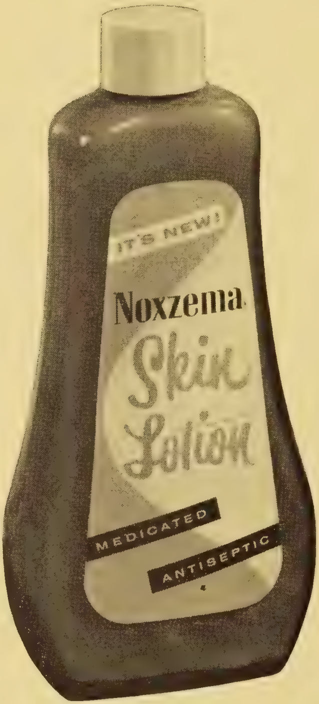
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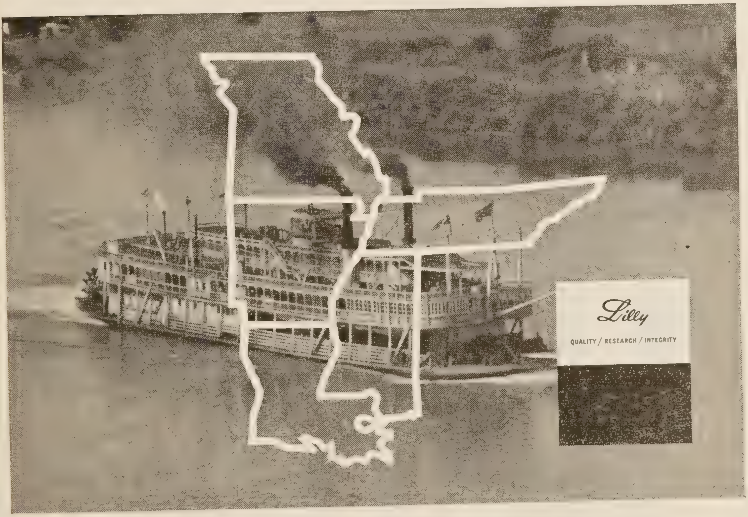

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The Maryland Pharmacist

MARYLAND PHARMACEUTICAL ASSOCIATION
Office of Publication: 650 W. Lombard Street, Baltimore-1, Md.
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ALL PAST PRESIDENTS

. . . Editorial . . .

TRYING TIMES

By the time you read this, Old Father Time will have reaped his harvest—the year 1959. For some, 1959 was a good year; for others it was bad. Such is life. One man's meat is the other man's poison. Good or bad, it is gone—it is finished. Time is irrevocable.

Life, however is a continous story of endless chapters, never completed, not even at death. So, 1959 as events go, can not be written off in conclusion, but ere the last moments were ticked off, was already foretelling the future episode of 1960 with foreboding and marked omens. Again, some good and some bad.

In this era of modern living, we hear of hormone fed poultry and cattle; penicillin containing milk; radio active atomic fall-out; poisonous dyes in foodstuffs and cosmetics; lung cancer from smoking; etc. All affecting the health and welfare of Man.

We hear of artificial semination; birth control; adoption; illegitimacy; and starvation. All influencing the ever growing world population in one way or another.

Also, we are all aware of shifting populations. The great movement from urban to suburban living, and now urban renewal with its modern apartment structures is attracting people back to the city. With these shifts come the restricted shopping centers. Restricted to big business only, snuffing the life out of the old Ma and Pa neighborhood enterprise—drug stores included. The very people who demand instant service, oppose the establishment of neighborhood stores in the new developments. It is heartbreaking to see so many of these small stores deteriorate and eventually go out of business because they have no opportunity to relocate.

The early stages of the Kefauver investigation has taught us that no matter what the benefits are, people do not want to pay the same price for lifesaving and life-giving drugs as they do for luxuries or other necessities. The investigation has further disclosed that the drug manufacturer has a price to meet every situation, and the retail pharmacist is paying top price as compared to hospitals, government institutions, clinics, etc. It is indeed strange that the very government that is conducting the investigation, is guilty of participating in price discrimination practices that are in fact, penalizing enterprises that are supporting the government through its tax system. One consoling fact, so far, is that the druggist is not being blamed for the high price of drugs. That may come later in the investigation. The public still registers its complaint at the source of supply—the drug store. The pharmacist carries the brunt regardless of who is to blame.

These are trying times for Fair Trade too. Thirty states have not lost their Fair Trade Acts. Although we still have Fair Trade in Maryland, a recent decision in the Montgomery County Circuit Court was unfavorable. The judge ruled that it was up to the manufacturer, and not the retailer, to maintain Fair Trade prices on their products. This was not proven in the case, therefore the decision was against the retailer bringing suit. Discount gimmicks of every type and description are springing up all over the country including Maryland. Some of them are quite large and extensive. Because it is a losing battle to meet discount and give-away competition, you are urged to think twice and obtain advice before entering into such plans.

These trying times call for cool heads and cooperation. They call for closer attention to your own business. They call for closer customer relationship—a little more courtesy, service and personal attention, the proper explanation—all of these and more, will tide you over during these trying times.

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PRESIDENT'S MESSAGE

Fellow Pharmacists:

Because of the proceedings issue of the "Maryland Pharmacist", I have not had the opportunity to address any remarks to you for several months. When you read this, I am sure the Holiday Season will be completed, and it is my hope that it was a very pleasant one, both in your personal life, and in your business.

Now for business—With the advent of the Kefauver investigation into the ethical drug field, it is my opinion that Pharmacy faces the greatest challenge of its career. I am not putting "Fair Trade" in the background because Fair Trade is your financial livelihood, but a federal investigation is a challenge to our integrity as professional men. It is true that as I am writing this, the investigation has only been into the manufacturing procedures, but I am sure this will continue down the line to the retailer. Please bear in mind that while at times we personally dislike some practices of the manufacturer, this is not the time to "air" our differences.

Remember the manufacturer is one of our industry, and although we may have differences of opinion, it has been his research products and know-how that has promoted Pharmacy, financially, to what I now think is its greatest peak. Defend the manufacturer fairly, and I think we will benefit mutually. As one of my customers wrote "first rigged TV, then payola, and now you know who."

When the investigation reaches the retail level, don't apologize for high prices and standards, defend them. Certainly the average person must realize his life expectancy has been extended more than ten years in the last decade. Could this have been done without the high cost of research, the finding and then discarding of thousands of products because of toxicity or antiquity? Can any of us forget the millions of doses of Influenza Vaccine that were destroyed and equipment made obsolete, with the advent of the Sulfas?

When someone can put a value on a year of life, maybe we can concede the high cost of drugs; till then, defend and fight for your professional position!

Sincerely,

GORDON A. MOUAT
President

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15,000	7.68	.13	1,874
20,000	10.25	.17	2,501
25,000	12.81	.21	3,126
50,000	25.62	.43	6,251
100,000	51.23	.85	12,500

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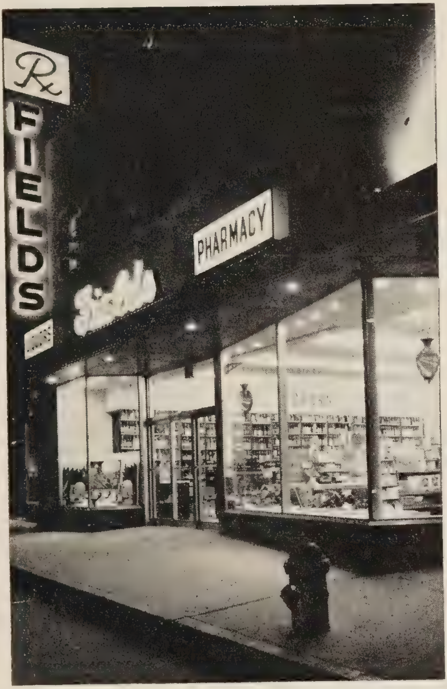

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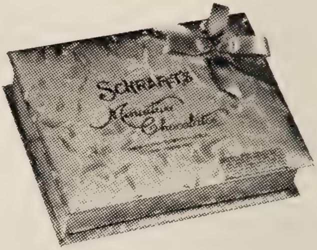

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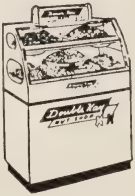

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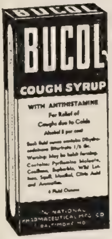
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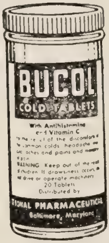
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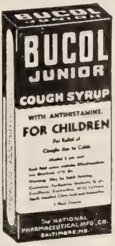
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School of Pharmacy, University of Maryland, News

HISTORY OF THE ALUMNI ASSOCIATION OF THE SCHOOL OF PHARMACY OF THE UNIVERSITY OF MARYLAND

Among papers presented at the Convention of the American Pharmaceutical Association in August 1959, in the joint Historical Section of the Association and the American Institute of the History of Pharmacy, was a short "History of the Alumni Association of the School of Pharmacy of the University of Maryland" by B. Olive Cole, Emeritus Professor of the School of Pharmacy.

The paper outlined the organization of the SOCIETY of the Alumni Association of the MARYLAND COLLEGE OF PHARMACY in 1871, which was reorganized on June 4, 1926 as the Alumni Association of the School of Pharmacy of the University of Maryland, and which today is an organization of increased interest and activity, helpful to the School and also to the profession of pharmacy in Maryland.

SCHOLARSHIPS

The Student Aid and Scholarship Committee of the Alumni Association, Samuel I. Raichlen, Chairman, selected the following as recipients of freshmen scholarships in the School of Pharmacy for 1959-60:

Alan J. Arenson, Sanford E. Blas, Yale N. Caplan, Thomas H. Keller, Jr., John E. Meyers, Gerald Rachanow and Leon Shargel. These scholarships are provided by the Alumni Association, the Maryland Pharmaceutical Association and the Read Drug Stores Foundation, Inc. and include tuition, fees, text books and equipment not to exceed $500.00 for the academic year. The recipients are selected on the basis of worthiness, scholastic achievement and the need of financial assistance.

Chairman Samuel I. Raichlen and Mrs. Raichlen entertained the group, together with members of the committee at their home on September 20, 1959.

The following were the recipients of the Pharmacy Alumni Association scholarships for 1958-59 from the annual donation of $400.00 provided by the Association to match a corresponding amount for scholarships from the American Foundation for Pharmaceutical Education.

The recipients for the first semester of 1959-60 scholarships from the Pharmacy Alumni Association are Ronald Goldner and Robert Kantorski.

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. CONTRIBUTIONS .

COUNTY MEDICAL CARE PAYMENTS

Walter E. Albrecht
Member Council on Medical Care

It has come to my attention that in recent months a number of pharmacists participating in the County Medical Care Program were deeply disturbed about delays in payment. As your representative of the Council on Medical Care, I have investigated this situation and wish to present you with the following information.

The delays which occurred in recent months are due to unfortunate circumstances which, once they had occurred, were beyond control as far as a very quick adjustment was concerned.

In June 1959, the State Department of Health moved to new quarters. At about the same time a new system for processing medical care bills went into effect, The Bureau of Management of the State Department of Health had invested in a number of new semiautomatic machines which eventually will speed up payments and provide participating pharmacists with more accurate records. Unfortunately two things happened. The delivery of the machines occurred later than expected and coincided not only with the moving period, but also with the closing of the fiscal year.

This meant that the phase-in period for the new system took place at a time of peak loads when all those professional participants who had omitted to submit their bills on time tried to get in "under the wire." These late comers added more than 45,000 bills to the normal monthly load at that time.

Secondly, the welfare load had risen faster than expected and this again increased the number of bills beyond estimated loads. It became obvious that an additional machine had to be ordered. Delivery has been promised for early February.

At the beginning of the fiscal year the Department tried to cope with the difficulties through adjustment with the existing facilities and staff. However, since it has become obvious that the situation did not improve quickly enough, additional personnel is being hired temporarily and it is planned to use the present machines in night shifts until the additional equipment has arrived and billings are up-to-date.

If you will bear with the situation, which is already improving, for a few more weeks, I hope that I can promise that the future payments will be on time. I expect that when this is accomplished you will find the new payment method an improvement over the former method. It appears that even modern automation works in accordance with the old adage "it has to get worse before it can get better."

WATER-SOLUBLE AND WATER-MISCIBLE SUPPOSITORY VEHICLES

by B. F. Allen *

In recent years a great deal of interest has been stimulated in an attempt to find the ideal suppository vehicle (base) which when inserted into one of the body orifices will dissolve or disintegrate.

Until recent years cocoa butter, its combinations, and many other fatty substances were accepted and, incidentally, are still widely used because of their melting point being approximately the same as that of body temperature (37°C or 98.6°F).

In modern therapy the use of suppositories is limited almost exclusively to the vagina and rectum. When medicinal agents are administered in suppository form, they are slowly absorbed and produce their therapeutic action

---

*Associate Professor of Pharmacy, University of Maryland

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over a long period of time, especially if a fat-type vehicle is used. When a water-soluble or water-miscible vehicle is selected, it is reported that water-soluble drugs tend to be more readily released for either local or systemic effect. Emulsifying bases can be expected to be intermediate in effect.

The addition of emulsifying agents and surface-active agents** to cocoa butter has produced bases that will swell and disintegrate in the presence of the orifice secretions.

However, research and investigation has continued on in the hope of still discovering the ideal suppository vehicle among the many new synthetic wax-like materials.

From the standpoint of formulation the ideal suppository vehicle should: (1) be stable, (2) pour easily, (3) set up in the mold quickly, (4) not require lubrication of the mold, (5) have good appearance, (6) be easy to remove from the mold, (7) not be necessary to refrigerate, and (8) be compatible with all medication.

In the literature many blends of these new raw materials have been reported, and studies made on solution time, disintegration time, drug release, etc.

The following is a list of some wax-like substances which have been investigated for use as suppository vehicles of the water-soluble or water-miscible type either alone or with additives[2]: cetyl alcohol, glyceryl laurate, glycerylmonostearate, myristic acid, myristyl alcohol, palmitic acid, polyethylene glycol, polyethylene glycol esters, propylene glycol monostearate, stearic acid, stearyl alcohol, Span, Tween, and many other trade-named waxes.

In the course of manufacture by the fusion method, it has been observed that variations exist in the appearance of suppositories made of identical formulas from many of the aforementioned substances. Heating and pouring the suppository mass at the lowest possible temperature into a mold to room temperature is highly desirable to achieve rapid and uniform solidifications. This procedure also aids in preventing the formation of depressions (cavitation) in the suppositories. The greater the difference between the temperature of the molten base and room temperature (or refrigerator temperature), the more tendency for cavitation.

Water-soluble or water-miscible vehicles will probably be the answer to a "universal" suppository base. They offer a vehicle for water-soluble and oil soluble medication in a stable, non-reactive, non-toxic base and in a physical state that will generally allow storage and handling at elevated temperatures (above room temperature).

The following commercial suppositories[3] are reported to consist of either water-soluble, water-miscible, or water-dispersible bases.

ASPIRIN SUPPRETTES[a]
BALARSEN
CHLORAL HYDRATE RECTULES
DIOTHOID[b]
FURACIN[c]
LOROPHYN[d]
NEOSPORIN
TERRAMYCIN[e]
TRICOFURON[f]
WESTHIAZOL[e]

The vital significance which has been manifested in recent years in the

---

**sometimes called dispersing or spreading agents

[2] Dioctyl sodium sulfosuccinate, triethanolamine stearate, chondrus derivatives, cellulose derivatives, magnesium aluminum silicate, lecithin, etc.

[3] Bases of above suppositories contain:
[a] Polyethylene glycols and Tween
[b] Sorbide monostearate
[c] Glycerylmonolaurate and Tween 61
[d] Sorbitan sesquioleate, polyoxyethylene palmitate, and polyethylene glycol
[e] Polyethylene glycol
[f] Carbowax (polyethylene glycol) and 20 dendropalmitic acid

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administration of medication by the suppository has resulted in the improved preparation in the manufacture of this type of medication. The technicians of Polyclosure Corporation[4] have developed a method for the direct fabrication of suppositories in plastic polystyrene containers. With this method, suppositories can be easily prepared in individual containers simultaneously and are ready to be boxed and dispensed.

The use of the plastic container simultaneously as a mold and container eliminates the old method of the manual operation of molding, removing the suppository, etc. Also, since the suppository is directly produced in the plastic container, it is not contaminated by human handling. Even if the temperature should reach 150°F., the original shape of the plastic container would prevent the deformation of the suppository because of the limitation of the plastic mold, and the reduction in the heat transmission affecting the suppository mass.

The solid suppository is easily extracted from the container by the simple means of the introduction of a blade in a prepared crevice. The two halves of the polystyrene containers are separated and the suppository is extracted without the slightest difficulty. It is then ready for insertion.

---

[4] 44 Whitehall St., New York 4, N.Y.

PHARMACY STATISTICS REVEALING . . .

A study recently made by the National Association of Boards of Pharmacy, of the Nation's 113,759 Pharmacists engaged in Pharmacy, revealed the following interesting per centage breakdown:

Retail	89.7%
Hospital	3.9%
Manufacturing	2.2%
Wholesaling	2.4%
Teaching, Government	1.0%
Other ℞ Jobs	1.0%

The Silver Lining . . . .

The wise dealer who stocks either Abbotts or Jane Logan deluxe ice cream in his store finds his cash register drawer always lined—and filled—with silver coins of the realm. And, remember, green bills from silver coins do grow!

Give us a call . . . but only if you want your profit figures in crisp, crunchy green bills! . . .

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Abbotts ICE CREAM Jane Logan ICE CREAM

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CUSTOMERS CALL OFTENER
stay longer, buy more

BUSINESS INCREASES
up to 40%

EMPLOYEE
efficiency
increases

YOU CAN BE SURE . . . IF IT'S **Westinghouse**
SURE OF MORE BUSINESS—MORE PROFITS

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prices
and
Special
terms to
druggists.

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NOW YOU CAN SERVE HOT IN-FRA-RED TOASTED SANDWICHES WITHOUT EQUIPMENT OR LABOR COST!

A NEW NATIONAL SERVICE, Stewart In-Fra-Red, Inc., will provide you with a Stewart In-Fra-Red cookery and fresh cellophane wrapped sandwiches delivered regularly to your store. Placed in the cookery, the sandwiches are toasted in three minutes by modern efficient in-fra-red cooking. You serve the sandwiches to your customers sanitarily wrapped in cellophane.

WHAT DOES THIS COST YOU . . . NOTHING . . . not one penny for equipment, lease, or hidden charges. All you do is purchase a minimum of sandwiches each week (the quantity decided by you). Your Stewart In-Fra-Red Commisary furnishes you with the attractive Stewart In-Fra-Red Cookery and delivers fresh sandwiches of choice ingredients made with the complete approval of your Board of Health. Attractive metal menu signs also furnished.

THIS NEW IDEA . . . originated by Stewart In-Fra-Red, Inc., . . . is in over 15,000 fountain and food service concerns in cities from coast to coast. Every Stewart In-Fra-Red Commisary is an established local business. You may consult your Chamber of Commerce, Dun and Bradstreet, and Better Business Bureau.

Call or write for a free demonstration:

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360 SOUTH DUKELAND STREET
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Bernard A. Appel, Chairman
A. G. Leatherman
C. Wilson Spilker
Allen C. Smith
George S. Teass

Volume 18 DECEMBER, 1959 No. 4

THE TAMPA XMAS PARTY

December 5, 1959 will long be remembered not only as the day our Champion Colts went into first place in the National Football League by defeating the "49's", but also as the occasion of the first Children's Christmas party for T.A.M.P.A. and their families.

With the kind cooperation of our parent association, M.P.A., an ideal setting was arranged in the assembly room of the Kelly Memorial Building, where all gathered to start off getting into the Christmas spirit with the most important part of Christmas, Children!

SANTA VISITS TAMPA CHRISTMAS PARTY

Highlighted by the personal appearance of Santa Claus, himself, and "TV Tommy," who presented all of the children with Christmas stockings, ONE HUNDRED Tampians and their heirs joined in singing carols. Hot dogs, cole slaw, potato salad and all the trimmings, capped off by ice cream and cookies, were served by T.A.M.P.A. members. Needless to say, many of the Daddies' handkerchiefs were pressed into operation.

As a grand finale, as they left the party, a most clever and ingenious portable Christmas garden in the rear of T.A.M.P.A.'s John Trost's automobile, was shown to all of the kiddies.

It is hoped that this party can be made an annual affair, since so much enthusiasm resulted from this first occasion.

PERSONAL NOTE

Mr. and Mrs. Bernard A. Appel, recently attended the annual N.W.D.A. Convention at Bal Harbour, Florida.

FAITH

Mommy is beautiful.
Daddy is strong.
Santa is real.

A child's faith is absolute.

Not so in the hard world of grown-ups. Faith is not lightly given nor quickly earned.

That is why your faith in our policy is our greatest treasure.

We guard it zealously.

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Ever Outgrows the Need for

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MARYLAND'S MOST EXPERIENCED

FULL LINE AND SERVICE WHOLESALER

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Dial PLaza 2-0480

MUTH BROTHERS & COMPANY

23 S. CHARLES STREET

BALTIMORE 3, MD.

Established 1837

-: NEWS ITEMS :-

REMOVE FROM O-T-C SALE AT ONCE

Three new products for removing wax from the ears are causing painful injuries and are being voluntarily withdrawn from the market, the Food and Drug Administration announced.

All three products are previously been cleared by the Food and Drug Administration as safe for sale without prescription. The injuries which apparently occur only in sensitive users were not evident from the clinical studies that preceded marketing, FDA said.

The products involved are:

Kerid, distributed by Blair Laboratories, *New York, N.Y.*

Cerulav, distributed by G. F. Harvey Company, Inc., New York, N.Y.

Cerumenex, distributed by Purdue Frederick Company, New York, N.Y.

Consumers who have purchased these drugs are warned that use may result in temporary swelling and soreness of the ear, accompanied by a rash on surrounding areas of the face and neck in some cases. The reported reactions have lasted from two to ten days without permanent effects. About 180 such reactions have been reported to the Food and Drug Administration, principally by the distributors. About half of the reports came originally from physicians, FDA said. The manufacturers estimated there have been over a million users to date.

According to FDA, the manufacturers have agreed to remove the products from the market and are cooperating with the Government in this action.

A spokesman for all three firms said: "Notwithstanding the low incidence of the reactions, the manufacturers are withdrawing the products. The companies plan to file another new drug application which would provide for sale of these drugs through medical prescription."

LAMPA LUNCHEON PLANNED

The Ladies Auxiliary of the Maryland Pharmaceutical Association will hold its Annual Luncheon on Wednesday, February 24, 1960 in the Caswell Room of the Lord Baltimore Hotel in Baltimore.

An extensive program is being arranged centering around the theme: "Brides Through the Years." Many novel entertaining features will be presented.

All members of LAMPA are invited to contribute to the fun and success of the party. Mrs. Samuel I. Raichlen is Chairman of Arrangements. She is particularly interested in borrowing very old wedding gowns to be modeled for this occasion. If any member of LAMPA has such a gown and is willing to have it modeled, please contact Mrs. Raichlen at 6107 Stuart Avenue, or call Fleetwood 8-0230.

If you attended last year's Annual Luncheon, you will remember that it was an outstanding event—the best in the history of LAMPA. We ask you to make arrangements now to join the party for a full afternoon of fun. Let's get together and make this a gala affair.

Watch your mail for further notice.

1960 DATES TO REMEMBER

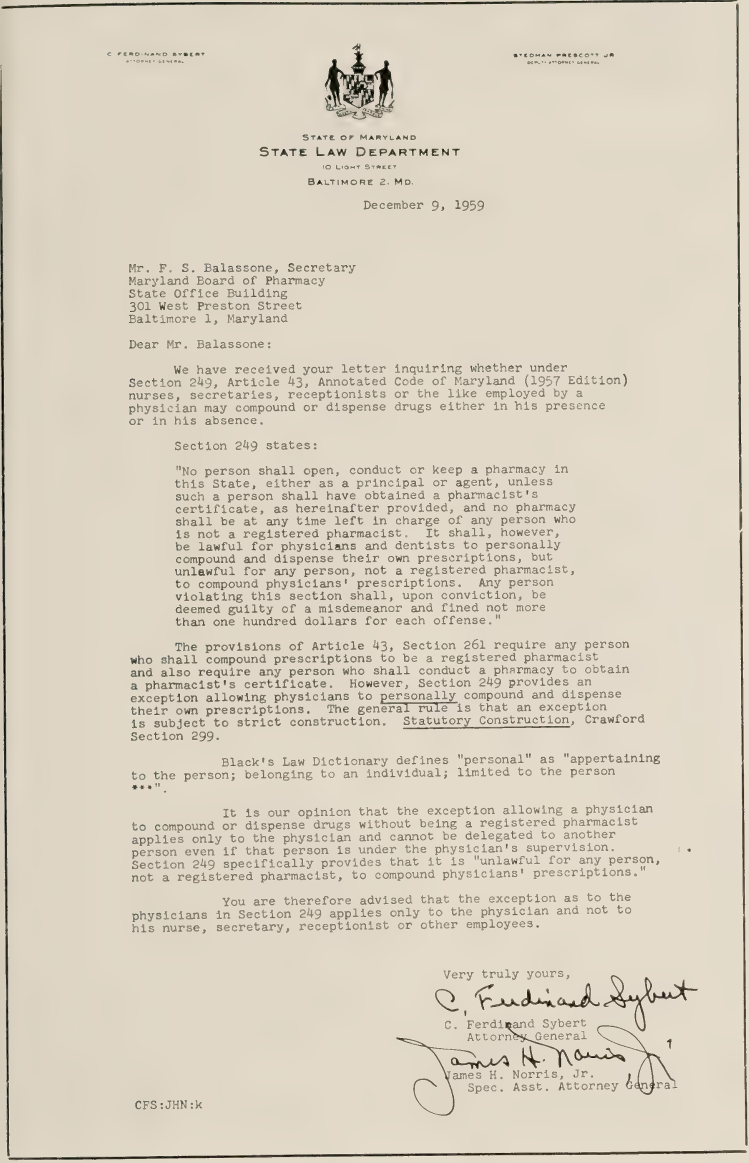
February 24—Ladies Auxiliary Annual Luncheon, Lord Baltimore Hotel

March 20—Annual Banquet, Baltimore Metropolitan Pharmaceutical Association, Lord Baltimore Hotel

June 27 - 30 — Convention — Maryland Pharmaceutical Association, Shelburne Hotel, Atlantic City, N.J.

August 14-19—Convention — American Pharmaceutical Association, Washington, D.C.

October 23-27 — Convention — National Association Retail Druggists, Denver, Colorado



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ATTORNEY GENERAL

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DEPUTY ATTORNEY GENERAL

STATE OF MARYLAND
STATE LAW DEPARTMENT
10 LIGHT STREET
BALTIMORE 2. MD.

December 9, 1959

Mr. F. S. Balassone, Secretary
Maryland Board of Pharmacy
State Office Building
301 West Preston Street
Baltimore 1, Maryland

Dear Mr. Balassone:

We have received your letter inquiring whether under Section 249, Article 43, Annotated Code of Maryland (1957 Edition) nurses, secretaries, receptionists or the like employed by a physician may compound or dispense drugs either in his presence or in his absence.

Section 249 states:

> "No person shall open, conduct or keep a pharmacy in this State, either as a principal or agent, unless such a person shall have obtained a pharmacist's certificate, as hereinafter provided, and no pharmacy shall be at any time left in charge of any person who is not a registered pharmacist. It shall, however, be lawful for physicians and dentists to personally compound and dispense their own prescriptions, but unlawful for any person, not a registered pharmacist, to compound physicians' prescriptions. Any person violating this section shall, upon conviction, be deemed guilty of a misdemeanor and fined not more than one hundred dollars for each offense."

The provisions of Article 43, Section 261 require any person who shall compound prescriptions to be a registered pharmacist and also require any person who shall conduct a pharmacy to obtain a pharmacist's certificate. However, Section 249 provides an exception allowing physicians to personally compound and dispense their own prescriptions. The general rule is that an exception is subject to strict construction. Statutory Construction, Crawford Section 299.

Black's Law Dictionary defines "personal" as "appertaining to the person; belonging to an individual; limited to the person ***".

It is our opinion that the exception allowing a physician to compound or dispense drugs without being a registered pharmacist applies only to the physician and cannot be delegated to another person even if that person is under the physician's supervision. Section 249 specifically provides that it is "unlawful for any person, not a registered pharmacist, to compound physicians' prescriptions."

You are therefore advised that the exception as to the physicians in Section 249 applies only to the physician and not to his nurse, secretary, receptionist or other employees.

Very truly yours,

C. Ferdinand Sybert
C. Ferdinand Sybert
Attorney General

James H. Norris Jr
James H. Norris, Jr.
Spec. Asst. Attorney General

CFS:JHN:k

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MODERN STORES DO!

Where Gilpin's Store Promotion and Equipment Department has been at work, new sales peaks are common

In actual cases, Rx has increased 25% to 59.8%; front end business, 15% to 51.3%. For design and equipment—old stores or new—

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PHARMACY WEEK WINDOW DISPLAY CONTEST WINNERS

The following judges met at the Kelly Memorial Building to judge the Maryland entries in the National Pharmacy Week Window Display competition: Miss B. Olive Cole; Dr. Noel E. Foss, Dean of the School of Pharmacy, University of Maryland; Mr. Dean Leavitt, Instructor in Business Administration, School of Pharmacy, University of Maryland; Mr. John Sargeant, Executive Secretary of the Medical and Chirurgical Faculty of Maryland; and Mr. Charles J. Neun, Proprietor of Morgan and Millard.

After careful deliberation, the judges announced the following as winners in the State-wide Contest:

First Prize—Read Drug and Chemical Co., Baltimore

Second Prize—Morris L. Cooper, Cooper's Drug Store, Baltimore

Third Prize—Aaron M. Libowitz, Libby's Rexall Drugs, Baltimore

Presentation of awards will be made at the Annual Convention of the Maryland Pharmaceutical Association in June at the Shelburne Hotel in Atlantic City.

The photograph submitted by the first prize winner, the Read Drug and Chemical Company, has been entered in the National Contest conducted by the American Pharmaceutical Association. It should be noted that Robert E. Thiess, pharmacist, planned the prize winning window, in conjunction with Joseph Rocker.

Although State-wide participation in Pharmacy Week was excellent, we regret that more photographs were not submitted in the Window Display Contest. Most entries came from Baltimore city.

BALTIMORE METROPOLITAN PHARMACEUTICAL ASSOCIATION PHARMACY WEEK WINDOW DISPLAY CONTEST

RESCRIPTIONS
Hendler's
ICE CREAM
The Velvet Kind
COSMETIC
W.A.LEYKO, Ph.G.
R
national pharmacy week
OCTOBER 4-10, 1959

FIRST PRIZE WINNER—LEYKO'S PHARMACY

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Burrough Bros.
MANUFACTURING CO.

Quality
Pharmaceuticals
Since 1863

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Delicious Austin varieties just naturally go-with all fountain drinks . . . to increase your unit sale. Boosts your volume, too, because Austin quality means faster turnover, repeat business, more profit!

Austin's®
Peanut Butter Sandwiches
Cookies & Snack Varieties

Austin's
CHEESE PEANUT BUTTER SANDWICHES
Austin's
CHEESE PEANUT BUTTER SANDWICHES

Austin's
Box 1936
Balto. 3, Md.

Very few came from the counties. This accounts, to some extent, for all three prizes being awarded to Baltimore pharmacies.

In addition, the judges selected the following as winners in the Baltimore Metropolitan Pharmaceutical Association Contest. This contest is restricted to pharmacies who have not won awards in the past five years.

First Prize—Gregory W. A. Leyko, Leyko's Pharmacy, Baltimore

Second Prize—Marvin W. Henderson, Henderson's Pharmacy, Harford Road, Baltimore

Third Prize—Joseph L. Combs, Jr. and John F. Neutze, Combs and Neutze, Baltimore

The presentation of suitable awards will be made to the three winners at the Annual Banquet of the Baltimore Metropolitan Pharmaceutical Association to be held at the Lord Baltimore Hotel, March 20, 1960.

BOARD OF PHARMACY RESULTS

The Maryland Board of Pharmacy met at the office of the Secretary, 301 West Preston Street, Baltimore, on Thursday, December 3, to canvass the grades made in the examinations conducted by the Board on November 2, 3, and 4, 1959. Registration was granted to the following:

Charles Joseph Berger, Jr.
John Joseph Casey
William Thomas Foley, Jr.
Marion Elwin Hoar
William Irving Lottier, Jr.

The following had previously passed the theoretical examinations, and by virtue of having passed the practical pharmacy examination at this time, registration was granted to them:

John Wilbert Becker
Stanley Leonard Becker
Harry James Brown
Vincent de Paul Buckhart
Carl Michael Caplan
Melvin Chaiet
James Earl Crouse
Martin Eugene Deming
Harry George Eisentrout, Jr.
Paul Anthony Fleckenstein
Joseph Stafford Freeman
Paul Michael Friedlander
Sheldon Allan Friedlander
Paul Glenn Gaver, Jr.
Larry Paul Glass
Stanley Lester Goldberg
William B. Gray
Murray Gerald Greenberg
Donald Charles King
Earl Ephraim Klioze
Patricia Phyllis Kostos
Ellis Levi
Barry Elliott Levin
Harry Elliott Macks
Antoinette Rosalie Malanowski
Eugenie Wallace Marshall
Arnold Jay Neuberger
Thomas Milton Gosnell Penn
Larry Herbert Pozanek
William Wolf Resser
David Ronald Richardson
Marvin Frederick Saiontz
John David Henry Santoni
Sorell Lee Schwartz
Alfred Howard Schwartzman
Anthony John Sniadowski
Murray Charles Spear
John Rushton Thomas

PHARMACY RECOGNITION

Designation of Pharmacist Director George F. Archambault, D.Sc., to represent the U.S. Public Health Service in all pharmacy activities has been announced by Surgeon General Leroy E. Burney. Dr. Archambault in this staff capacity will maintain liaison with professional, educational, industrial pharmaceutical organizations and similar associations, and will serve as advisor on pharmacy to the Surgeon General. At the same time, Dr. Archambault will continue his operational assignment as Chief of the Pharmacy Branch for the Public Health Service hospitals, a position which he has held for 12 years.

STORE SUGGESTIONS

A Few Pointers For Store Planning

Maintain complete stocks.
Departmentalize by product categories.
Employ mass display techniques.
Price all merchandise clearly.
Provide self-selection where suitable.
Establish clear traffic aisles.
Use tie-in window displays and counter cards.
Advertise and promote departments.
Display large sizes prominently.
Use manufacturers promotions.
Keep stores clean, well lighted.
Stimulate sales personnel effectiveness.
Make yours a MODERN store.
Study your competition.

CALVERT DRUG CO., INC.
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PRESIDENT'S MESSAGE
BALTIMORE METROPOLITAN PHARMACEUTICAL ASSOCIATION

Dear Fellow Pharmacists:

The Annual Meeting of the Baltimore Metropolitan Pharmaceutical Association, held at the Kelly Memorial Building on December 3rd terminated my tenure of office as president.

On that occasion, I presented the gavel and transferred the responsibilities of the office of president to Gregory W. A. Leyko, the newly elected president of the Association. To him, the other officers, and members of the executive committee, I repeat my congratulations and best wishes for a successful administration.

My interest in the profession of pharmacy and its problems, neither began nor ended with my role as an officer of the Association. I am indeed, grateful for the honors the Association saw fit to bestow upon me. I pledge my support to the new administration in both interest and services. I shall continue to work for the best in Pharmacy and I urge you to do likewise.

I hope that during the coming year you will see fit to support the endeavors of the Baltimore Metropolitan Pharmaceutical Association. Its program is alert and progressive for the common good of all. You should resolve to attend the meetings and functions of the Association. Make it your business to participate in meeting discussions—offer constructive suggestions.

You can make a good start by paying 1960 dues now. Dues bills have been mailed to all pharmacies in the greater Baltimore area. Dues are nominal—only $10.00 a year. Let's make it 100% for 1960! You can help us achieve this goal by not only paying your own dues, but by also encouraging other pharmacists to do likewise.

In conclusion, I again wish to thank you for the confidence you placed in me by naming me your president for 1959, and for the support you gave me as a member of this organization. Keep the ball rolling by doing the same for President Leyko.

To each and every one of you, the best of everything during the year of 1960.

Sincerely,
HERMAN B. DRUKMAN

CALVERT DRUG HOLDS ANNUAL MEETING

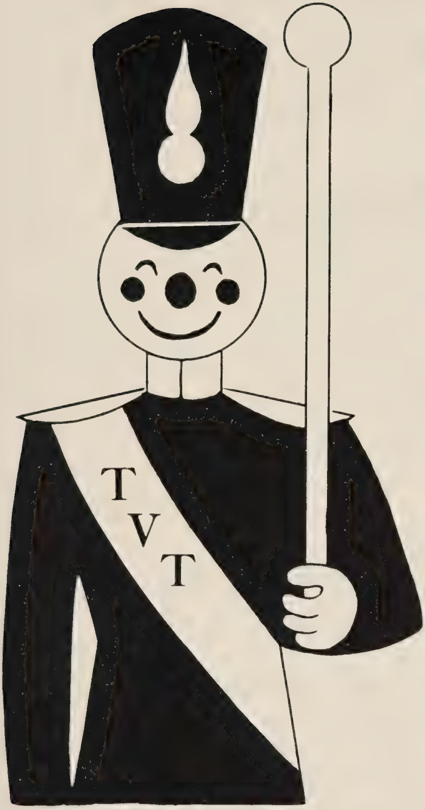
The 59th Annual Meeting of Common Stockholders of the Calvert Drug Company was held on December 10th, 1959 at the Park Plaza Hotel, Baltimore, Md. which was well attended.

Officers elected were:

Harry L. Schrader	President
Frederic T. Berman	Vice President
Frank J. Macek	Treasurer
Frank Block	Asst. Treasurer
John F. Wannenwetsch	Secretary

In addition to the above officers, the Board of Directors are Simon Solomon, Lloyd N. Richardson, J. L. Kronthal and Gordon A. Mouat.

John A. Crozier, Executive Vice President and General Manager C. Wilson Spilker and Joseph J. Hugg, Assistant Managers.



INCREASE YOUR TOY SALES YEAR 'ROUND AT NO EXTRA COST

BE a TV-Time Toy Store

Tie-in with the most successful toy promotion of all time! This sales-proven merchandising program is already doing wonders in hundreds of stores throughout the Baltimore metropolitan area.

You get exciting, eye-catching, point-of-sale pieces . . . your store name on television . . . personal plugs by such stars as Pop Pop, Jack Wells, Royal Parker, Nelson Baker and Buddy Dean!

Plus bonus sales boosters . . . monthly toy give-aways . . . bicycle give-aways . . . fabulous Disneyland trip contest . . . all tied-in with your store.

BOOST PROFITS NOW!

Be a TV-Time store to cash in on extra business.
Becoming a TV-Time store does not cost you one cent extra.

Phone Bob Lewis, TV-Time Supervisor, BR. 6-3695, or EA. 7-1950.

I. L. TOY COMPANY
1023 EAST BALTIMORE ST.

1909 - - - 1959

OUR FIFTIETH ANNIVERSARY

Our entire organization extends greetings to you for the year . . . 1959 . . . and wishes to thank the pharmacists of Maryland for their loyal support and most valued patronage over the years . . .

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DRUG SPECIALITIES

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Baltimore 8, Maryland

HOUSE OF DELEGATES TO MEET IN WASHINGTON

The interim meeting of the American Pharmaceutical Association's House of Delegates will be held in Washington, D.C., on March 27 and 28 at the Statler Hilton Hotel, according to an announcement made by J. Warren Lansdowne, Chairman of the House of Delegates.

The meetings of the House are scheduled to begin at 11 a.m. on Sunday, March 27, and will adjourn at 5 p.m., Monday, March 28.

The interim meeting of the House of Delegates will be followed by the decennial United States Pharmacopeial Convention which will be held at the Statler Hilton Hotel, Tuesday and Wednesday, March 29 and 30, with a preliminary U. S. P. conference scheduled for Monday evening, March 28.

Dr. William S. Apple, Secretary and General Manager of the American Pharmaceutical Association, said he expects an unusually large attendance at the 1960 interim meeting of the House of Delegates. There are 175 delegates to the House of Delegates, but in accordance with the by-laws of the Association, all APhA members are invited to attend the meetings of the House and may participate in the discussions. Hotel reservation forms will be furnished to all Delegates and further announcements about the meeting will be carried in the *Journal of the American Pharmaceutical Association, Practical Pharmacy Edition.*

The interim meetings of the House of Delegates were inaugurated in 1956 and previous meetings have been held in Washington, D.C., in October or November with the exception of the 1958-59 meeting which was held in Chicago, Illinois.

HOW TRUE

There is so much good in the worst of us
And so much bad in the best of us
That it hardly behooves any of us
To talk about the rest of us.

STORE FIXTURES
Priced For Quick Sale

Illuminated floor show cases—Two, 4'; one 5'; one 6'

Illuminated wall display cases — Two, 4' wide, 7½' high, 14" deep. Two, 5' wide, 7½' high, 14' deep.

Drug shelving sections — Four, 5' sections.

All top quality, grained, solid oak equipment.

Can be seen at
FOUNTAINDALE CENTER
1301 Pennsylvania Avenue,
Hagerstown, Maryland.
Telephone REgent 3-6733.

PROVIDE THE FACTS ABOUT DRUG PRICES

Pharmacists should take advantage of the public's interest in drug costs by explaining to them the facts behind the development of modern pharmaceuticals and their prompt availability to the community. This is the editorial advice of Dr. William S. Apple, Secretary of the American Pharmaceutical Association, writing in the November issue of the APhA Journal, Practical Pharmacy Edition. With the Kefauver investigation into drug prices due to start on December 7, this advice is particularly timely. To help pharmacists the APhA is making available reprints of articles published in the October issue of the Journal, dealing with three aspects of pharmacy as related to community health—Research, Value, and Integrity. Single copies of the 16-page reprints are available from the APhA (2215 Constitution Avenue, N.W.,

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Yes!

Sealtest Ice Cream

Begin with ice cream . . . *everyone* loves it. Make it Sealtest, and you're in. That's because customers just naturally cluster wherever Sealtest ice cream is displayed and sold. Not only do they go for Sealtest's extra special flavors, but they make everyday specials out of those perennial favorites like Sealtest vanilla, chocolate or strawberry. Remember, too, Sealtest ice cream is nationally advertised. It's pre-sold which means it turns over faster, brings in the profits faster. Sell the ice cream that's always "something special." Sealtest!

Sealtest
TRADE MARK

FEATURE THIS
EXCITING
SPECIAL FLAVOR

**PINEAPPLE
LEMON
CHIFFON**

AT YOUR
FOUNTAIN AND
FOR CARRY-OUT
CUSTOMERS

Washington 7, D.C.) at no charge; quantity prices are $10 per hundred or $80 per thousand.

The APhA has already started distribution of the booklets by sending copies to every Member of Congress, every Governor, and a selected number of executives directing federal and state agencies. It is hoped that pharmacists everywhere will follow up the APhA's lead by obtaining supplies of the reprints and distributing them to community leaders with whom they are personally acquainted.

The first of the three articles in the reprint is entitled "What Does Medical Care Cost?". In this, Dr. Jules Backman, Professor of Economics at New York University School of Commerce, points out that over 50 percent of the prescriptions filled in the United States costs less than $3, and only 1.5 percent costs over $10. In the second article, "Science Works for Better Health", Dr. Austin Smith, President of the Pharmaceutical Manufacturers' Association, discusses the achievements of medicine in the past, and looks to its likely development in the future. Dr. Earl L. Butz, Dean of Agriculture of Purdue University, writes the third article. People have already decided that they *can* afford good health facilities, says Dr. Butz—now it is up to the medical and pharmaceutical professions to assure them that they are getting their money's worth.

GILPIN OPENS DOVER DIVISION

The Henry B. Gilpin Company officially opened its Delmarvia Division at Dover, Delaware on November 15, 1959.

The occasion was appropriately marked by dedication ceremonies which included an address by Governor J. Caleb Boggs of Delaware, and remarks by Colonel James W. Roberts, Sr., Chairman of the Board, and James E. Allen, President of The Henry B. Gilpin Company.

Officials and personnel from the Baltimore, Washington and Norfolk Divisions of The Henry B. Gilpin Company participated in the ceremonies, and conducted visitors from many states on a tour of the ultra modern plant—the last word in drug wholesaling facilities.

A special conference room was also dedicated as a tribute to William H. Harrison, Director of Trade Relations for the entire company. It will be known as the "Harrison Room" in recognition of his untiring efforts and loyatly in behalf of Gilpin. According to the company citation, Bill has done "so much to build customers relations and trade development for the Gilpin Company on the Eastern Shore." The citation could go far beyond the limited scope of the Eastern Shore spanning a career with Gilpin beginning in 1933. His recognition is well-earned, and we congratulate both Bill Harrison and The Henry B. Gilpin Company not only for creating the Harrison Room, but also upon the establishment of the Delmarvia Division.

Roy A. Shumway, formerly of the Baltimore Division, has been named general manager of Gilpin's Delmarvia Division.

FOR YOUR HEART'S SAKE

Every big winter storm leaves a tragic toll of heart deaths among persons—mostly over 50 years of age—wielding snow shovels or pushing stalled autos.

The Public Education Committee of the Heart Association of Maryland has drafted a set of rules to guide men and women after a snowstorm. Dr. Sidney Scherlis of Baltimore, Committee Chairman, advises:

1. If you have heart disease, don't shovel snow or push stalled autos, unless your doctor approves.

2. Treat snow shovelling like any other exercise. If you are young, healthy and fit, shovel away to your

Fountain Customers Appreciate

A Thoughtful Store
Sweetheart
STRAWS
Sweetheart Straws

Sweetheart
SANITARY WRAPPED
Straws

Protecting your customers' health is your duty. Sweetheart Sanitary Wrapped Drinking Straws afford this necessary protection and your customers will show their appreciation through increased patronization. No extra charge for your "Personalized" advertising imprinted on wrappers.

The Sign of "A Thoughtful Store"

If Your Wholesaler Can't Supply You, Write or Phone:

MARYLAND PAPER PRODUCTS COMPANY
1100 South Eutaw Street - - - - Baltimore, Md.

Look what I found!

TOASTCHEE
LANCE

I found that my customers really go for those tasty Lance snacks. And I found, too, that I make more money on them than any other brand. Must be because they sell so fast.

They're advertised

LANCE
CHARLOTTE, N. C.

heart's content. If you are over 40 (and healthy) shovel moderately.

3. Although the hale and hearty can shovel any time they want, it is generally good advice to do this or any other exercise before, rather than after, eating.

4. Distribute the shovelling through the whole body. Don't just use your arms. Lift the shovel with your body weight, keeping the hands and feet apart to get good leverage. The hands and feet should be kept adequately warm with suitable clothing.

5. Never shovel snow to the point of exhaustion. Watch this carefully, since the invigorating quality of the cold air can fool you.

What strains the heart in any exercise like shovelling snow is the sudden demand for more blood from overworked muscles. But the key point is keeping in physical trim.

PHARMACY CHANGES

The following are the changes in pharmacies in this State during October and November:

Change of Ownership:

Charles Shillet, 2209 Varnum Street, Mt. Rainier, Maryland. Formerly: Isadore Seldin.

Irvin J. Albert, Pres., 3811 Canterbury Road, Baltimore 18, Maryland, Ambassador Apothecary, Inc. Formerly: Ambassador Pharmacy, Inc., Chase K. Mears, Pres.

Falls Road Pharmacy, 4032 Falls Road, Baltimore 11, Mr. David Weiner, Prop. Formerly partnership: David and Morton Weiner.

New Stores:

Professional Arts Pharmacy, Robert K. Moler, Pres., 228 North Market Street, Frederick, Maryland.

Samuel Gelblum, Stemmers Run Pharmacy, 405 Stemmers Run Road, Baltimore 21, Md.

Peoples Service Drug Stores, Inc., 182 Penn-Mar Shopping Center, 3824 Donnell Drive, Forestville, Maryland (Washington 28, D.C.).

Changed to Corporation:

Wagner & Wagner, Inc., Mrs. Phyllis N. Brill, Pres., 7307 Seven Mile Lane, Baltimore 8, Maryland.

Closed:

William A. Steinwedel, 2001 Wilkens Avenue, Baltimore 23, Maryland.

HISTORICAL DISPLAY UNIT ISSUED

The American Institute of the History of Pharmacy announces completion of a new type of historical project, a window display unit designed for maximum flexibility and for exhibit under a variety of circumstances. Collaborators on the project were George B. Griffenhagen of Washington, D.C., and the Smithsonian Institution.

The unit consists of ten display cards, 9 by 12 inches, and a five-page illustrated brochure full of suggestions and ideas for making most effective use of the material. Non-members may obtain the display for $3 postpaid. New members of the Institute ($5 dues) may receive the display unit as one of the initial membership benefits.

The ten cards, on one side, carry out the theme of the evolution of drug containers. The reverse side of the cards provides a second display on the theme of the history of equipment commonly used by the pharmacist. Either antique or modern pieces of equipment may be selected to exhibit with the cards.

Early reactions confirm that the display unit provides the basis for an unusually effective professional exhibit, completely adaptable to space requirements, and suitable for the pharmacy, hospital, school, or any public exhibition space, according to Dr. Glenn Sonnedecker, Institute Director. Inquiries about the display should be addressed to the A.I.H.P. office, 356 Chemistry Building, Madison 6, Wis.

THE OUTSTANDING SOCIAL EVENT OF 1960

44th Annual Banquet and Dance

BALTIMORE METROPOLITAN PHARMACEUTICAL ASSOCIATION

Lord Baltimore Hotel

Sunday, March 20, 1960 — 6:30 P.M. 'til ?

Continuous Dance Music

Favors for the Ladies

Giant Valuable Plunder Boxes for Dues Paid Members

An Evening of Surprises

COMMITTEE

Sam A. Goldstein, Chairman
Jerome J. Cermak, Vice-Chairman
Charles E. Spigelmire, Treasurer

Bernard Cherry
Victor H. Morgenroth, Jr.
Irving I. Cohen
Gordon A. Mouat
Jerome A. Stiffman
H. Nelson Warfield
Aaron M. Libowitz
Charles J. Neun
Herman B. Drukman
Solomon Weiner

Limited Number of Tickets To Be Sold

Make An Early Reservation

CALL: Bernie Cherry, 4627 Harford Road

HAmilton 6-4100

TICKETS: $10.00 per person — tables of ten

BALTIMORE PHARMACIST USES LOST SHEEP MATERIAL TO ADVANTAGE

Donald Fedder, proprietor of Fedder's Pharmacy, 201 Wise Avenue, Dundalk, a suburb of Baltimore ran a unique promotion on November 16, 1959.

The promotion was publicized to the community as a BABY NEEDS PARTY. The party was held after closing hours of the drug store between 9:15 P.M. to 11:30 P.M. More than 200 people attended the party which was a promotional first in the memory of those participating.

Four representatives of Baby Needs Manufacturers spoke for five minutes each on the respective categories of Baby Needs that they represented. Those present were then invited to come to each representative for descriptive literature, further information and samples where available. The representatives reported that the response to their talks were far beyond their expectations. Mr. Fedder, owner of the drug store said it was the most successful promotion held by him.

The idea for the party was suggested by C. Robert Welsh, a pharmacist associated with Fedder's Pharmacy when he observed that there were many parents who did not know about the newer baby products and who were eager to obtain information. Through the encouragement of Mr. Fedder, Mr. Welsh planned the promotion and carried it through to its fulfillment.

At the completion of the presentation, the parents were treated to coffee and donuts. In addition, all received a gift certificate for the developing of any roll of film of the baby. Samples of Baby Vitamins, Baby Bottles, as well as door prizes and gifts brought the party to a successful conclusion.

It should be noted that at no time was an effort made to sell merchandise. Interest and enthusiasm was overwhelming. Those present asked for future parties introducing other drug store departments. As a result of this interest, Mr. Fedder is now planning a COSMETIC SHOW to be presented sometime during the month of January. Anticipating a still larger attendance, he is seeking larger quarters for the COSMETIC PARTY.

SPOTLIGHT PRODUCT OF THE MONTH

YEAGER'S LINIMENT

Featured in all BMPA Stores

WITH

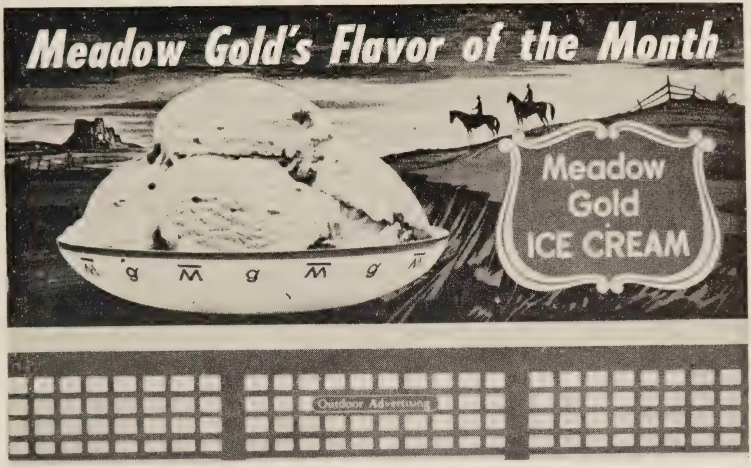
Dial 123 *Live* Radio

NEW RADIO HEALTH SERIES

Common illnesses that strike American families and their treatment by family physicians will be the subject of a new public service radio series scheduled to start the first week in December over the nationwide network of the American Broadcasting Company.

The series is under the supervision of the American Medical Association and is called "Highroad to Health". It is being presented in cooperation with Lederle Laboratories, a Division of American Cyanamid Company.

Weekly programs of fifteens minutes each will deal with a wide range of health problems from the careless



Meadow Gold's Flavor of the Month
Meadow Gold ICE CREAM
Outdoor Advertising

Now! The Greatest Outdoor Advertising Campaign in MEADOW GOLD History!

50 BILLBOARDS

Strategically located all over town featuring the "Flavor of The Month", month after month for a full year!

☆

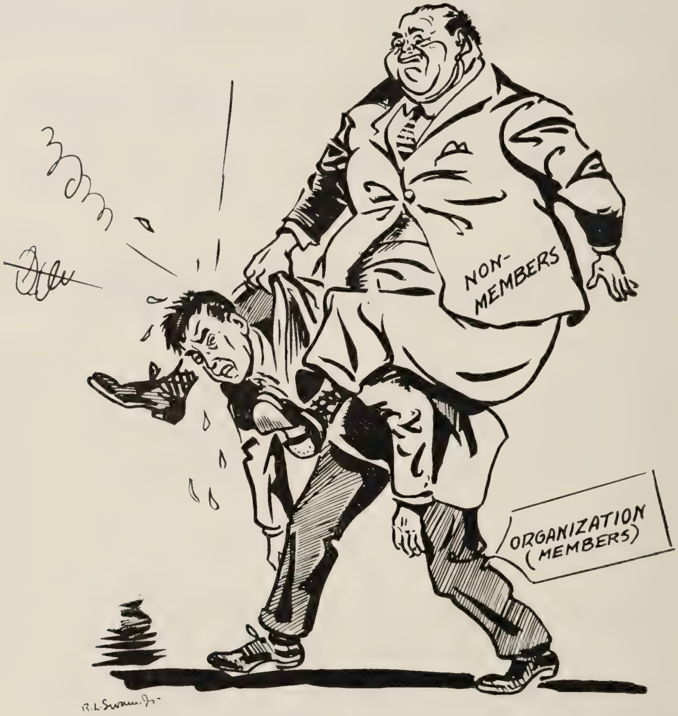
Tie-in with this great promotion! Feature the MEADOW GOLD "Flavor of The Month" and CASH-IN with bigger sales!

household accident to the burdens created by chronic illness. Subjects to be covered include hypertension, acute childhood infections, cancer, household accidents, toxemia of pregnancy, chronic illness, geriatrics, mental health, rheumatic fever, tetanus, surgery, nutrition and medical emergencies.

Each program will open with a ten-minute dramatization of a health problem. This will be followed by a five-minute discussion of the problem by a guest physician who will also answer questions posed by the program host.

Dr. Gerald Dorman, Eastern Co-Chairman of the Physicians' Advisory Committee on Radio and Television of the A.M.A. said of the series, "We feel that 'Highroad to Health' will be a useful link between the public and the medical profession. It will cover a wide range of health problems in a factual, informative manner, and will contribute to a better understanding of how the family physician works to guard family health."

"Highroad to Health" is available to all ABC stations each Wednesday at 2:15 p.m. and also each Saturday at 10:30 a.m. Local newspaper program listings or ABC stations should be consulted for exact broadcast schedules.



NUMBER ONE PARASITE!

Maryland's Largest Independent Photofinishing Laboratory Equipped to Handle all Kodacolor — Black and White Photofinishing

(OUR LAB. TECHNICIANS TRAINED AT ROCHESTER)

24 Hours
Black & White
Service

Paramount
PHOTO SERVICE

48 to 72 hours
Kodacolor
Service

PICK UP AND DELIVERY 6 DAYS A WEEK

Finer • Faster • Friendlier and More Profitable

WE CATER TO THE DRUG TRADE

5408 PARK HEIGHTS AVE. **FOrest 7-8385**

BLUE RIBBON—DELUXE

SOLD IN DRUG STORES ONLY

3 for 50c Retail
1 Doz. for $1.50 Retail

No Change in Prices

Consumer accepted for 30 years

BLUE-RIBBON

AQUAPAC—The First and Best in rolled wet Skins

3 for $1.50 Retail
1 Doz. for $5.00 Retail

Consumer Appeal — No Change in Prices

AMERICAN HYGIENIC COMPANY

111 S. Paca Street — SAratoga 7-8328 — Baltimore 1, Md.

1960 N.A.R.D. CONVENTION IN DENVER

Denver, Colorado has been selected as the 1960 site of the National Association of Retail Druggists Convention. The dates are, October 23rd to 27th.

A trip to Hawaii is being planned for the Maryland group attending N.A.R.D. Convention. Those interested in such a trip should contact Secretary Cohen for further details.

NEW PRESCRIPTION PRODUCTS INCREASE

The rate of new-product introductions by ethical pharmaceutical manufacturers in the U.S. is a whopping 50% greater than the popularly-quoted "400 new products a year", according to *PharmIndex*, product-reporting service, of Portland 7, Oregon.

In just the last six months of 1959 a grand total of 306 new ethical pharmaceutical specialties were introduced to the U.S. pharmaceutical and medical professions. That's an annual rate-of-introduction exceeding 600 products a year—50% higher than previous industry estimates.

The new higher figure is based upon listings in *pharmIndex*, product-reference service for pharmacists which has just completed its first full year of publication. Featuring coverage of the entire field of pharmaceutical manufacturing—small firms as well as the "majors" — *pharmIndex* reported 307 new products in its issues from July through December, 1959.

And those are new products only, not including new dosage forms, strengths, packages and other changes in already-existing products. Of these latter, *pharmIndex* reported 157 new dosage forms and strengths, plus more new packages, name changes, formula changes, prices, etc., in the last six months of the year.

pharmIndex is a twice-monthly reporting service on new prescription specialties, making available for the first time product-information that's up-to-date, complete as to product-data (even cost and prices), full coverage of manufacturers, and cumulative generic, therapeutic, trade-name and manufacturer indexes. Publisher is Wm. C. Felter, Box 1029 Federal Station, Portland 7, Oreg., former editor and publisher of Pacific Drug Review.

SPOTLIGHT PRODUCT OF THE MONTH

GILLETTE PRODUCTS

Featured in all BMPA Stores

WITH

Dial 123 *Live* Radio

A NEW DEFINITION FOR PHARMACY

"Pharmacy is that profession which is concerned with the art and science of preparing from natural and synthetic sources suitable and convenient materials for distribution and use in the treatment and prevention of disease. It embraces a knowledge of the identification, selection, pharmacologic action, preservation, combination, analysis, and standardization of drugs and medicines. It also includes their proper and safe distribution and use whether dispensed on the prescription of a licensed physician, dentist, or veterinarian or, in those instances where it may legally be done, dispensed or sold directly to the consumer."

ADD

TO YOUR CIGAR DEPARTMENT

AND SCORE A HIT . . .

America's Favorite Cigars

EL PRODUCTO

KING EDWARD

IGNACIO HAYA GOLD LABEL

KEEP THESE FINE CIGARS IN YOUR LINE-UP

Daniel Loughran Company, Inc.

DISTRIBUTORS

Baltimore — Hagerstown — Washington

NWDA TRUCK POSTERS

More than 500 sets of 1960 NWDA Truck Posters have been mailed to NWDA Active members throughout the United States.

Initiated three years ago, the truck poster program has grown to be one of the most effective retailer-relations promotions ever instituted by the National Wholesale Druggists' Association. The program consists of a series of 6 colorful, 22" x 33" lithographed posters, issued annually. The posters then in turn are placed in especially-constructed aluminum frames, attached to the sides of NWDA wholesalers' trucks, at two month intervals.

Because the program was instituted by the Retailer Relations National Committee of the NWDA as a retailer relations effort, the copy is, therefore, slanted along those lines. The 1960 posters, stress the importance of the retail pharmacist to his community with the following themes:

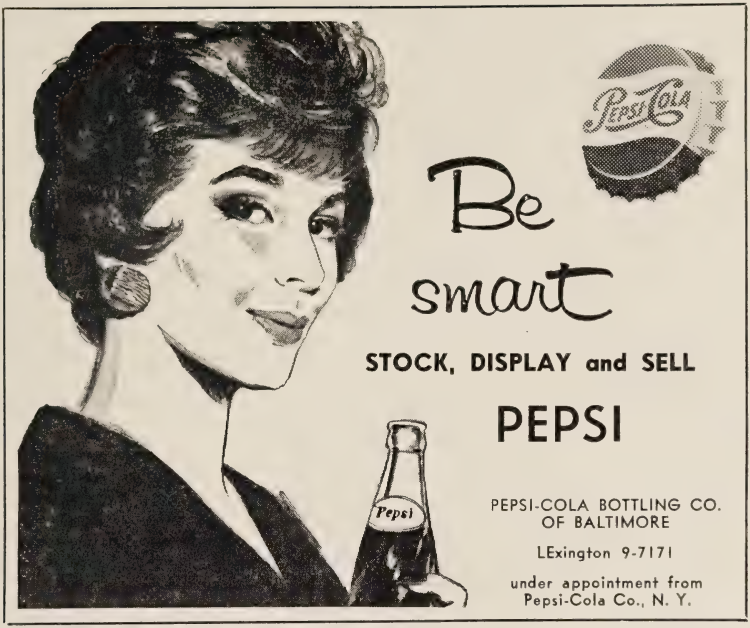
1. YOUR PHARMACIST a *Skilled* Professional
2. YOUR PHARMACIST a Qualified Advisor
3. Buy Your HEALTH and BEAUTY need at your Pharmacy
4. Buy Your VACATION Products at your Pharmacy
5. National Pharmacy Week Oct. 2-8 Visit Your Pharmacist
6. Have You Checked Your Medicine Cabinet Lately? See your local Pharmacist.

Sets of posters have also been used for education and institutional display, and sets for this purpose may be obtained through your local NWDA full line, full service wholesaler.

Greeting Cards, Inc.
Has Now Become
CharmCraft
PUBLISHERS
OF WASHINGTON
(ONLY THE NAME HAS CHANGED)

Publishers and Exclusive Distributors in this Area for Nationally Advertised Charm Craft Cards and Gift Wrappings.

CHARMCRAFT PUBLISHERS
OF WASHINGTON
3132 M STREET, NORTHWEST • WASHINGTON 7, D. C.
WASHINGTON: FEderal 3-1500 • BALTIMORE: VErnon 7-4213


Be smart

STOCK, DISPLAY and SELL

PEPSI

PEPSI-COLA BOTTLING CO.
OF BALTIMORE

LExington 9-7171

under appointment from
Pepsi-Cola Co., N. Y.

PREFERRED PROTECTION

New arrangements for providing Automobile Insurance and other forms of protection are now available. These new methods may provide substantial savings over your present insurance cost.

If you would be interested in having our representative contact you regarding these matters kindly let us know. We feel that our staff is particularly qualified to serve the pharmaceutical profession.

GREENE & ABRAHAMS CO., INC.
E. A. Rossmann, President
225 E. REDWOOD STREET
Baltimore 2, Maryland

H.I.F. STUDIES HEALTH GAINS IN FOUR WESTERN NATIONS

Health levels have risen dramatically throughout the world in this century, but the greatest gains have been shown by countries whose standards were highest to begin with, Health information Foundation reported.

The Foundation examined mortality records for four selected countries of the Western world—the United States, England and Wales, Sweden, and France.

"These nations have achieved levels of health among the highest in the world," the Foundation pointed out. "Here life expectancy has reached the highest levels in history, and the mortality of each age and sex group—especially among persons below 45 and women at all ages—has been reduced to a record low."

In 1901, the Foundation stated, average life expectancy at birth in these four countries was only about 50 years. By 1930 the average had reached about 60 years. And by 1958, despite World War II, the average had risen still further, to about 70 years. During the same period, their age-adjusted mortality rates dropped sharply, from 17 per 1,000 population in 1900 to just over 7 in 1958.

Among the biggest gains of this century, according to the H.I.F. report, has been the reduction in deaths of women in childbirth. Sweden's rate in 1957 was the lowest among the four nations studied—3.6 maternal deaths per 10,000 live births, compared with 4.1 for the U.S., 4.8 for England, and 5.7 for France.

Deaths from communicable diseases have also declined greatly in these countries, the Foundation said. From 1925 to 1957, for example, tuberculosis mortality dropped by over 90 per cent in the United States, England, and Sweden. At the same time, the death rate from influenza-pneumonia declined by about 80 per cent in the U.S., 65 per cent in England, and 45 per cent in Sweden.

As some diseases have been largely conquered, however, others — notably heart disease and cancer—have become increasingly prominent as causes of death. George Bugbee, Foundation president, called for a greater recognition today that "technological and social progress bring enormous problems as well as advantages.

"High living standards," said Mr. Bugbee, "are probably associated with the current high level of heart disease. High industrial development seems to be associated with respiratory conditions. Modern high-speed transportation has increased the number of accidents. And associated with the greatly lengthened life span are serious problems related to a population growing everywhere at an unprecedented rate."

Still better levels of health, he continued, "can be achieved in all countries through more widespread application of existing medical knowledge. Progress cannot be brought about solely through government action in the health field. The real key lies in wiser use of present knowledge by an informed public and medical profession."

DUES REMINDER

Be Alert—Be Active—Be Progressive

Dues bills have been mailed. Keep organized Pharmacy on the go by paying your 1960 dues promptly.

Maryland Pharmaceutical Association

Active Membership	$25.00
Affiliate Membership	$25.00
Associate Membership	$ 5.00

Baltimore Metropolitan Pharmaceutical Association

Active Membership	$10.00
Associate Membership	$ 5.00

Call SAratoga 7-0746 for complete membership information.

◆◆◆

for cough

16 fl. oz.
DIMETANE®
EXPECTORANT
Each 5 cc. (1 teaspoonful) contains:
Parabromdylamine Maleate 2.0 mg.
Phenylephrine HCl 5.0 mg
Phenylpropanolamine HCl 5.0 mg
Glyceryl Guaiacolate 100.0 mg
Alcohol 3.5 per cent
In a palatable aromatic base
CAUTION:
Federal law prohibits dispensing without prescription
Average Dose:
Adults—
1 to 2 teaspoonfuls four times a day
Children—
One half to 1 teaspoonful three or four times a day.
ADDITIONAL INFORMATION TO PHYSICIANS
A.H. ROBINS CO. Inc.
RICHMOND, VIRGINIA

tastes good

the straws just symbolize the good flavor! And DIMETANE EXPECTORANT for cough is as effective as it is delicious. FORMULA: each 5 cc. (1 teaspoonful) contains: DIMETANE (Parabromdylamine Maleate) 2.0 mg.; Glyceryl Guaiacolate 100.0 mg.; Phenylephrine Hydrochloride, USP 5.0 mg.; Phenylpropanolamine Hydrochloride, NNR 5.0 mg.; Alcohol 3.5% in a good-tasting aromatic base.

works better

combines the unsurpassed antihistamine Dimetane with the clinically proven expectorant glyceryl guaiacolate (which increases R.T.F. almost 200%) and two recognized decongestants. When additional cough suppressant action is indicated, prescribe DIMETANE EXPECTORANT-DC, which provides the basic formula with dihydrocodeinone bitartrate 1.8 mg. per 5 cc. (exempt narcotic).

Dimetane® Expectorant

Dimetane® Expectorant-DC

[illegible] CODEINONE BITARTRATE 1 [illegible]

Robins

MAKE IT A HABIT TO CHECK YOUR MAGAZINE RACK DAILY

The following is a list of magazines carrying mail order vitamin advertising on our stands at this time.

Red Book (McCall Publishing)
Cosmopolitan (Hearst)
Coronet (Curtis Publishing)
My Confession (Atlas)
Secrets (Ace)
Movie Life (Ideal)
Personal (Ideal)
Revealing Romances (Ace)
Intimate Stories (PDC)
Movie Stars (Ideal)
TV Stars Parade (PDC)
My Romances (Official)
Man's Life (Crestwood)
Daring Romance (Ace)
Confidential Confessions (Ace)
Romance Time (Actual)
TV Headliner (Gala)
True Secrets (Official)
Man's Adventure (Stanley)
Man's Magazine (Almat)
Esquire Magazine

NEW MARCH OF DIMES CAMPAIGN

The New March of Dimes fund-raising campaign will be held in Baltimore City and all counties in Maryland.

Pleasonton L. Conquest, III, who will head the campaign for the City of Baltimore, terms this probably the most crucial fund-raising drive ever held by the March of Dimes, as upon its success depends the future of priority patient aid care for some 347 Baltimore City polio victims. In addition, under the New March of Dimes' broadened field, money for research into finding the cause and eventual cure of arthritis and certain birth defects will have to come from increased giving.

Mr. Conquest and former U.S. Senator George L. Radcliffe, state chairman of the March of Dimes, both point out that too many people have become complacent about polio since the discovery of the Salk vaccine. Yet, last summer saw widespread epidemics and, even in Baltimore City, there were a number of cases of paralytic polio. This does not mean that the vaccine is ineffective, they said, but that we have not yet achieved 100 per cent protection of children and adults up to the age of 40.

Senator Radcliffe, in urging wholehearted support of the drive, emphasized that the March of Dimes has always been based on the broad concept of voluntary giving.

The campaign will open on January 2 and run through January 31. One of the climatic events of the month-long drive will be the Mothers' March on January 28, when some 12,000 women will visit every home in their neighborhoods to solicit contributions.

In addition, this year, the Mothers will take a door-count to establish the number of cases of arthritis and birth defects extant in their areas. This will be the first time such a door-count has beten taken by the March of Dimes, and it will point the way toward the job to be done in the arthritis and birth defects areas by the National Foundation, which uses the New March of Dimes as its fund-raising unit.

Don't Forget

Baltimore Metropolitan
Pharmaceutical Association

Annual Banquet

Lord Baltimore Hotel

Sunday, March 20, 1960

Tickets — $10.00 each

In sorrow the thoughts of your
friends blend with yours.

WILLIAM A. STEINWEDEL

It is with regret we record the sudden death of William A. Steinwedel. Mr. Steinwedel conducted a drug store for many years at 2001 Wilkens Avenue in Baltimore. We offer our condolences to the members of his family.

STANLEY S. TAUB

It is with deep sympathy that we announce the demise of Stanley S. Taub after a lingering illness.

Mr. Taub formerly operated a drug store on Belair Road, and at the time of his death, he was the proprietor of Stanley's Pharmacy in the Ashburton Section of Baltimore.

We extend our heartfelt sympathy to his wife and the members of his family in their hour of sorrow.

Plan Your Vacation Now

Attend the

78th Annual Convention

of the

Maryland Pharmaceutical Association

SHELBURNE HOTEL

ATLANTIC CITY, NEW JERSEY

June 27, 28, 29, 30, 1960

Elsie is a PLUS item in any place that serves ice cream, and her services cost you nothing. This is a situation which deserves consideration, for Elsie is profitable to have around.

Borden's
ICE CREAM
ORleans 5-0171

FIRST AID for throat irritations

THANTIS Lozenges, the original anesthetic, antiseptic throat lozenge, is still *the leader in its field.*

THANTIS gives better relief than its many imitations because it contains Saligenin, a mild, non-irritating local anesthetic which relieves soreness.

THANTIS contains Merodicein, a highly effective, long-lasting antiseptic which combats infection.

THANTIS does not contain an antibiotic and cannot cause unpleasant side reactions in the mouth.

THANTIS has been a household word for twenty-eight years and its effectiveness and safety are backed by extensive clinical and lay use over this period.

THANTIS Lozenges *displayed* at point of sale bring big returns for a *little space.*

Supplied in packages of one dozen vials of 12 lozenges each.

Thantis
LOZENGES

THANTIS LOZENGES
Thantis LOZENGES
For Throat Irritations
12 TUBES
THANTIS' LOZENGES

HYNSON, WESTCOTT & DUNNING, INC.,
Baltimore 1, Md.

HW&D

HENDLERS GOOD OLD-FASHIONED ICE CREAM. HENDLERS
GOOD OLD-FASHIONED ICE CREAM. HENDLERS GOOD OLD-
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FASHI GOOD OLD-FASHIONED
ICE CI FASHIONED ICE CREAM.

Time Tested

Hendlers Ice Cream is a product of public acceptance — backed by over a half-century of good old-fashioned quality.

It has **earned** the distinction of "First name in ice cream."

HENDLERS GOOD OLD-FASHIONED ICE CREAM. HENDLERS
GOOD OLD-FASHIONED ICE CREAM. HENDLERS GOOD OLD-
FASHIONED ICE CREAM. HENDLERS GOOD OLD-F HIONED
ICE CREAM. HENDLERS GOOD OLD-FASHION REAM.
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ICE CREAM. HENDLERS GOOD OLD-FASHIONED ICE CREAM.

Hendlers
The Velvet Kind
ICE CREAM

THE MARYLAND PHARMACIST

PRACTICAL • PROGRESSIVE • PROFESSIONAL

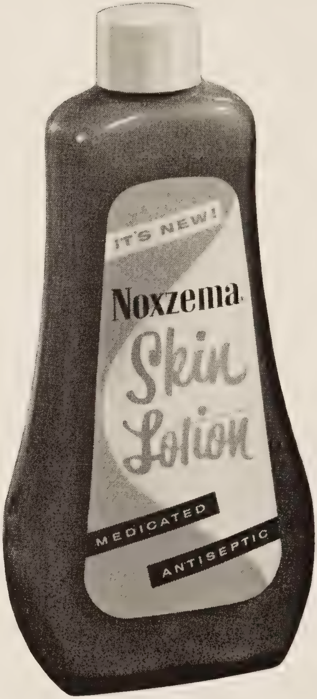
VOLUME XXXV JANUARY, 1960 No. 4

SEVENTH ANNIVERSARY, JANUARY 16, 1960

KELLY MEMORIAL BUILDING

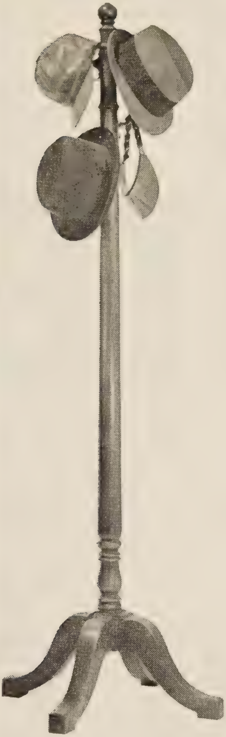
Published Monthly by the
MARYLAND PHARMACEUTICAL ASSOCIATION
Subscription Price $2.00 the Year
650 W. Lombard St. — JOSEPH COHEN, Editor — Baltimore 1, Md.

Noxzema's Great New Skin Lotion


IT'S NEW!
Noxzema
Skin Lotion
MEDICATED
ANTISEPTIC

★ 6 oz. bottle, retail price 89c. A fast growing companion to America's best known skin cream. Stock now for Fall Profits.

NOXZEMA CHEMICAL COMPANY



WHAT HAPPENED TO THE PHARMACIST WHO WORE TOO MANY HATS

His first hat was a conservative felt, quite proper for a professional man.

When the stock from his bargain buys heaped up in his cellar, he added a warehouseman's cap.

When he realized how many invoices were being sent by his many suppliers, he got a bookkeeper's green eyeshade.

When he noticed that his capital was tied up in inventory, he decided he was acting as his own banker and bought an expensive Homburg.

Each hat seemed a logical development at the time of acquisition. It was only after he had paid for them all that he remembered he had only one head.

Moral

The Lilly policy of distribution recognizes a pharmacist's professional standing. It substitutes one phone call to a Lilly service wholesaler for the other three hats. This call brings fast-moving, profit-assured items that don't languish on shelves and tie up working capital.

If you think you are wearing too many hats, improve your fiscal appearance by routing your orders through one of the 300 Lilly service wholesalers who serve the nation.

Lilly
QUALITY / RESEARCH / INTEGRITY

ELI LILLY AND COMPANY • INDIANAPOLIS 6, INDIANA, U.S.A.

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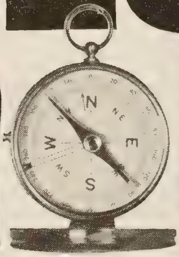
RUTE

TO

HIGHER

SALES

MYADEC® capsules • high potency vitamin-mineral supplement

MYADEC is always in demand. This widely used, high potency vitamin-mineral formula, supplying nine vitamins plus eleven minerals and trace elements, is promoted throughout the year. The result – rapid sales turnover and profit on the MYADEC route! Supplied: Bottles of 30, 100, 250, and 1,000

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The Maryland Pharmacist

MARYLAND PHARMACEUTICAL ASSOCIATION
Office of Publication: 650 W. Lombard Street, Baltimore-1, Md.
SAratoga 7-0746

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VOLUME XXXV — JANUARY, 1960 — No. 4

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... Editorial ...

DRUG COSTS

The Kefauver Investigation has caused a wave of comment and suspicion as to the cost of prescription drugs. It has opened an avenue of criticism reaching every corner drug store in the land. The pharmacist, coming in direct contact with the patient, is naturally receiving the brunt of the attack.

Whatever is disclosed by the Kefauver Committee regarding the cost of drugs on the manufacturing level, one thing is for sure, facts and figures continue to indicate, year after year, that the retail pharmacist undersells his professional services. Survey after survey discloses that the pharmacist underprices his prescription services. The variance in prescription prices certainly does not indicate price-fixing on a retail level.

The tendency is alarm. The retail pharmacist is sensitive to criticism and uses every precaution to avoid it. This is as it should be. But by the same token, retail pharmacy should not be ashamed to make a legitimate profit on the merchandise it sells, and receive reasonable remuneration for the professional services it renders.

Dr. Swain, in his Drug Topics column, "Your Pharmacy and Mine", January 18th issue, has given this subject such excellent treatment, we are reprinting it in its entirety:

"To what extent should pharmacists allow the furor over the high cost of prescription medication to influence their pricing of prescriptions? To what extent should they bow to the political outcry that prescription drugs are too high?

"To what extent should pharmacists sacrifice their proper compensation to politically inspired clamor against the cost of prescription medication? To what extent should pharmacists allow political ballyhoo to influence their attitude toward prescription practice or to beguile them to unprofitable pricing formulas?

"These questions should be answered in one way, and one way only, and that is not at all. Prescription pricing should be carefully done with due regard to sound economic and professional standards. Hit or miss is utterly out of place. Guesswork, sloppy pricing habits, have no valid place in modern prescription practice.

"It is my opinion, after many years of close association with all details of prescription practice, that prescription prices are, and always have been far too low. By this I mean that, in far too many drug stores, such prices are not sensibly arrived at and do not reflect many basic cost items which play an indispensable part in the compounding and dispensing of prescription medication.

"Now, I do not mean that pharmacists should charge all that the traffic *can* bear, but I do mean that they should charge all that the traffic *should* bear. There is no possible justification for pricing prescriptions at a level which does not adequately compensate for the basic cost of ingredients, the time required to properly compound, prepare and dispense the medication, the cost of container, the proper share of overhead, to mention only these inescapable items of cost.

"In addition to these basic cost items, should pharmacists make a charge for that professional knowledge and skill essential to safe and competent prescription practice? Can pharmacists justify including compensation for the special ability and care which go hand in hand with the safe and responsible compounding and dispensing of prescriptions?

"The proper answer, so it seems to me, is to be found in the customs established and accepted in other professional fields. The lawyer properly makes a professional charge for drawing a will, lease, contract, or other demand upon his professional time and skills.

"The architect does not base his charge upon the mere cost of the drawings essential to the safe construction of a building. The physician's professional fee is not limited to the time consumed in taking the pulse, reading the thermometer, or listening to the rambling and growling going on under one's shirt.

"Now, in all this, I am making a plea for that sound species of prescription pricing which covers all costs involved and which compensates for the skill and time required to properly handle every prescription practice detail as it should be handled.

"It follows, of course, that unfair pricing, all shades of gouging, and every shoddy detail, should not only be kicked out of prescription practice, but should be openly exposed and condemned as having no place in the serious business of compounding and dispensing medication for the care and treatment of the sick.

"Conduct your prescription department on the highest ethical plane, conform to strict rules of professional behavior, avoid every vestige of professional misconduct, as by so doing, your prescription prices are bound to be fair to yourself and equally fair to your profession and the public which you so well serve.

"Forget the senseless uproar over the high cost of prescription products. You are entitled to fair and equitable compensation based upon your costs, your professional training and experience, your pharmacy know-how, and your sense of professional responsibility."

* * *

DUES REMINDER

Be Alert—Be Active—Be Progressive

Dues bills have been mailed. Keep organized Pharmacy on the go by paying your 1960 dues promptly.

Call SAratoga 7-0746 for complete membership information.

The Silver Lining . . . .

The wise dealer who stocks either Abbotts or Jane Logan deluxe ice cream in his store finds his cash register drawer always lined—and filled—with silver coins of the realm. And, remember, green bills from silver coins do grow!

Give us a call . . . but only if you want your profit figures in crisp, crunchy green bills! . . .

EDmondson 6-4000

Abbotts ICE CREAM

Jane Logan De Luxe ICE CREAM

ABBOTTS DAIRIES, INC.
45 S. Catherine St.

SMITH KLINE & FRENCH INC.

America's Foremost Service Wholesaler

Philadelphia

Serving Northern Maryland

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CIGARETTES

"BUY 'EM BY THE CARTON"

One of today's leading cigarette manufacturers didn't always enjoy tremendous sales volume... didn't, that is, until a shrewd salesman suggested that dealers SELL UP with the theme "Buy 'em by the carton". Pharmacists bought the idea... big! Consumers bought 'em by the carton... sales tripled, profits soared. The cigarette ingredients didn't change, but the sales approach did. Both salesman and dealer used a positive approach and sold-up all the way.

Through SELLING UP you give savings to your customers... bigger profits to yourself.

Ask your customers "Trojan Regular 12's or ECONOMY 36's?"

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PROFIT PROTECTION · PRODUCT PERFECTION ·

YOUNGS RUBBER CORPORATION

SOLD ONLY IN DRUGSTORES SINCE 1926

PRESIDENT'S MESSAGE

Dear Fellow Pharmacists:

It seems, in the past year, there has not been a month in which my "President's Message" could just be regarded as a personal greetings column. I find that most of the time, my message concerns problems in which our chosen profession is embroiled, and this month is no exception.

We now have currently three problems that I think should be uppermost in our minds, namely: The Kefauver investigation, the Medical Care Program investigation, and last but probably the most important, the National Fair Trade Bill.

My last message dealt mostly with the Kefauver investigation, and my feelings have not changed. I believe it is our opportunity to tell our neighbors and the world how pharmacy and particularly Pharmaceutical Research has benefited mankind, and when they question the price of drugs, they are questioning the price of life itself.

In the Medical Care Program investigation, our problems are mostly in the Baltimore Metropolitan Area, and I believe are mostly due to the desire of some political figures for publicity. An audit recently made of the operation of the Baltimore City Program shows a very favorable position for pharmacy, but, as in so many cases, a portion of any report taken from text can give a wrong impression. I believe, again, we have an opportunity to show the public what a good service we are rendering the indigent with very little compensation.

In regards to Fair Trade—I hope that all of you have made contact with your Congressional representatives while they were at home; if not, yesterday was your opportunity. Please continue to contact them in Washington with our story, and also contact your fellow neighborhood merchants, the jeweler, the hardware dealer, etc., and solicit their support.

Don't forget the Convention at the Shelburne Hotel in Atlantic City, June 27-30th; start making your plans now.

Sincerely,

GORDON A. MOUAT
President

IMITATOR FINED

William Broder, owner of Crown Drug Company here, last week was fined $500 by U. S. District Court Judge Ben C. Connally for contempt of court.

The fine was the outgrowth of a civil suit brought against Broder and the Houston firm (not to be confused with Crown Drug of Kansas City) last July by Smith Kline & French Laboratories, in which the Houston distributor was accused of unfair competition and trademark infringement. Shortly thereafter, the court issued a preliminary injunction ordering Broder to refrain from any further dealings in the products involved in the suit.

Following the trial of the case in December, Judge Connally made the injunction permanent and awarded $6,250 in damages to SK&F. In addition, the court held Broder in contempt for advertising and selling his imitation products in violation of the preliminary injunction. The fine was levied December 31.

STARTLING NEWS FOR PHARMACISTS

Remarkable, New Products in the Field of Dental Care

clinically tested, medically approved

gum-kare®

Gum-Kare means brand-new, PLUS business for you

These are brand-new products—Gum-Kare Gumifrice, Gum-Kare Massage Brush, and Bio Gum-Kare (Rx). They are not "me-too" items, not just new versions of old products, but revolutionary new products for the 8 out of every 10 people who need help in protecting their gums.*

Gum-Kare earns you a big 40% profit

Not a special introductory offer "for a limited time only"—but a stable, year-round profit of 40%.

Here's why Gum-Kare means more customers and bigger profits

Every dentist in your area has received the 3 Gum-Kare products. Many dentists are using them. Most dentists are prescribing them for their patients, recommending their purchase at drugstores. Why? Because dentists have discovered that here—for the first time—are the most effective products for the daily home care of teeth and gums since the introduction of the toothbrush.†

- Order Gum-Kare from your wholesaler today. Prompt delivery. No minimum-order requirement.
- Our products represent your best opportunity to work more closely with dentists in your neighborhood . . . to improve dental-pharmaceutical relations . . . and to increase your dental prescription volume.

**C. D. Marshall-Day, D.M.D., Ph.D.; Russel G. Stephens, D.D.S.; and Laurence F. Quigley, Jr., B.S., D.M.D., in "Periodontal Disease Prevalence and Incidence,"* The Journal of Periodontology, *July 26, 1955.*

†Statement by major clinician after 14-month test.

gum-kare
gum-kare®
Gumifrice

Suggested retail price $1.50
Your cost 90
Your profit . . . $ .60

gum-kare
TRADEMARK
Massage Brush

Suggested retail price . . $1.25
Your cost 75
Your profit $ .50

bio gum-kare
TRADEMARK
(Rx)

Suggested Rx price $2.50
Your cost 1.50
Your profit . . $1.00

CRANE-HALL CORPORATION 1522 14th St., N.W., Wash., 5, D.C.

NOW YOU CAN SERVE HOT
IN-FRA-RED TOASTED SANDWICHES
WITHOUT EQUIPMENT OR LABOR COST!

Sandwiches

A NEW NATIONAL SERVICE, Stewart In-Fra-Red, Inc., will provide you with a Stewart In-Fra-Red cookery and fresh cellophane wrapped sandwiches delivered regularly to your store. Placed in the cookery, the sandwiches are toasted in three minutes by modern efficient in-fra-red cooking. You serve the sandwiches to your customers sanitarily wrapped in cellophane.

WHAT DOES THIS COST YOU . . . NOTHING . . . not one penny for equipment, lease, or hidden charges. All you do is purchase a minimum of sandwiches each week (the quantity decided by you). Your Stewart In-Fra-Red Commisary furnishes you with the attractive Stewart In-Fra-Red Cookery and delivers fresh sandwiches of choice ingredients made with the complete approval of your Board of Health. Attractive metal menu signs also furnished.

THIS NEW IDEA . . . originated by Stewart In-Fra-Red, Inc., . . . is in over 15,000 fountain and food service concerns in cities from coast to coast. Every Stewart In-Fra-Red Commisary is an established local business. You may consult your Chamber of Commerce, Dun and Bradstreet, and Better Business Bureau.

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. . . Fair Trade News . . .

EFFORTS RENEWED FOR PASSAGE OF NATIONAL FAIR TRADE LAW

With the convening of the second session of the 86th Congress, proponents of fair trade are optimistically renewing their efforts to gain enactment of the Harris and Humphrey-Proxmire National Fair Trade Bills. At the close of the last session of Congress, the two bills were left pending in the House Rules Committee and the Senate Sub-Committee on Interstate and Foreign Commerce, respectively.

Veteran legislative campaigners believe that the national fair trade bills can be passed by Congress, if supporters, in large enough numbers, tell their Representatives and Senators how they feel about fair trade.

Two parallels to the current situation are cited to show that fair trade can become the law of the land. In 1952, a presidential year, the McGuire Fair Trade Enabling Act was passed by overwhelming majorities, and signed into law by the President despite the belief of many that the bill "didn't have one chance in a thousand to pass." In 1959, in Ohio, the Legislature enacted a new state fair trade law, and then overrode the Governor's veto.

The Harris Bill, H.R. 1253, has been reported out of the House Interstate and Foreign Commerce Committee. It awaits action by the House Rules Committee to put the bill on the floor of the House of Representatives for debate. Fair trade supporters are confident the Harris Bill will pass the House if it is brought to a vote.

In the Senate, the Humphrey-Proxmire Bill, S. 1083, is under consideration by the Fair Trade Subcommittee of the Senate Interstate and Foreign Commerce Committee. Action of the full Committee is necessary before the bill can move forward.

In view of the foregoing, renewed effort should be made by all retailing interests to urge the members of the Maryland Congressional Delegation to support both National Fair Trade Bills (H.R. 1253 and S. 1083.)

Now is the time to flood our Senators and Congressmen with letters. Do not depend on "George" to do it—he never does. We would appreciate receiving copies of your letters and replies.

MARYLAND IN CONGRESS

U. S. SENATORS

John Marshall Butler J. Glenn Beall

Senate Office Building, Washington 25, D. C. and U. S. Post Office Building, Baltimore, Maryland.

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Address Of All:
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EYE APPEAL means sales appeal when your magazine department is properly located.

EYE APPEAL means sales appeal when magazines are displayed on a modern, efficiently resigned rack.

EYE APPEAL means sales appeal when your magazine display is kept neat and orderly.

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EYE APPEAL means sales appeal when your magazine department is correctly lighted.

EYE APPEAL means sales appeal when full covers of all fast-selling magazines are in full view at all times.

EYE APPEAL means sales appeal when new issues are put on sale as quickly as received.

MARYLAND NEWS CO.

2001 W. VINE STREET

GIlmor 5-4545

SUMMARY OF JUDGE WATKINS OPINION
Johnson & Johnson v. Dart Drug

Judge R. Dorsey Watkins, on Tuesday, January 19, 1960, at the conclusion of a hearing on a Petition for preliminary injunction, delivered a lengthy oral opinion reviewing Johnson & Johnson's fair trade enforcement activities in the Prince Georges-Montgomery County area of the State of Maryland. Judge Watkins stated that he was convinced that J & J was sincere in its belief that prior to the Gadol decision, it was adequately enforcing its fair trade contract and that the decision of Judge Pugh was the first time that J & J were found to be not vigorously enforcing its contract. In addition, he believed that since the decision, that J & J had shown good faith in accepting the decision and from that point making a renewed and stronger effort in the enforcement of its contracts. He pointed out the following facts:

A. A staff meeting was held immediately after the decision in which the salesmen's duties were more fully reviewed.

B. A meeting held by the regional Sales Manager with the Prince Georges-Montgomery County Pharmaceutical Association.

C. The announcement to the entire retail trade of Maryland of Johnson & Johnson's policy of November 24, 1959.

D. Johnson & Johnson filing suit against Dart Drug on November 25th.

E. The many shoppings and expenditure of money in these shoppings by J & J.

F. The filing of additional suits: one against Towers in Dundalk and the other against Rockville Drugs in Rockville, Maryland.

He said that these factors convinced him that Johnson & Johnson was sincere in its enforcement policy and that based on that type of program, he believed that they would continue to enforce their fair trade policy. Based on these facts, he granted the preliminary injunction.

Johnson & Johnson's action is commendable. Every retail pharmacist in Maryland should express their appreciation to Johnson & Johnson for their prompt and effective procedure. Obviously, the action of Johnson & Johnson shows that Fair Trade contracts can be enforced by those manufacturers who have a sincere desire to do so.

REVLON OBTAINS INJUNCTION

Judge R. Dorsey Watkins issued a decree for a Preliminary Injunction on December 15, 1959, in the United States District Court of the District of Maryland, restraining Save-Mor Drugs, Bethesda, Maryland, from cutting the retail prices on Revlon merchandise below Revlon's established Fair Trade minimums.

Revlon has given every indication that it intends to vigorously enforce its Fair Trade contracts in Maryland.

FAIR TRADE STICKER NOTICES

January, 1960

HELENE CURTIS—Page 37-C

Item	F.T.M.
Suave—Jar	.69

Effective February 15, 1960

BLOCK DRUG CO.—Page 4-B

Ammident Tooth Powder—large —3 oz.	.49
Poli-Grip Denture Cream—large 1¾ oz.	.69

WHITEHALL LABS.—Page 103-C

New Item	F.T.M.
Dondril Tablets—24's	$1.25

DOLCIN CORP.—Page 19-A

Item	F.T.M.
Dolcin—100's	$2.49
Dolcin—200's	3.98
Dolcin—500's	7.98

Likes her coffee sweet . . . and her calories low

That's why she carries the 100-tablet bottle of Sucaryl with her when she travels. Just the idea that she's got her Sucaryl along—can have her coffee as sweet as she wants, whenever she wants, without being penalized by calories—helps make dieting lots easier. The point: Sucaryl, more and more, is becoming an important part of the daily pattern of living in (and *outside*) the home.

Abbott

Sucaryl®

NON-CALORIC SWEETENER, ABBOTT

906110

PERSONAL PRODUCTS CORP.—Page 74

New Items	F.T.M.
Roll-Nap—10's	.49
Roll-Nap—20's	.95
Teen-Age—24's	.95
	2 for $1.89

GLENBROOK LABS.—Page 7

New Size	F.T.M.
Bayer Aspirin—300's	$1.59

MAX FACTOR CO.—Page 84

Max Factor Creme Puff (Price Increase)	$1.35

THE STUART COMPANY—Page 95-B

New Item	F.T.M.
Stuartinic Tablets—100's	$3.45
Stuartinic Tablets—500's	$15.90

RICHARD HUDNUT

(Page 40A)

DISCONTINUED

Please be advised the following items have been discontinued as of November 1, 1959.

#72327	Bliss Tube Home Perm. (.17 F.E.T.)	$2.00
#71922	Beauty Curl	1.65

The above discontinued items have been announced to our distributors and sales representatives in the field.

RICHARD HUDNUT DISCONTINUED

Please be advised the following items have been discontinued as of December 18, 1959.

Item		F.T.M.
#15301	Jubliant Shaving Lotion 4 oz.	$2.00
#15302	Jubliant Shaving Lotion 8 oz.	$3.75
#15303	Jubliant Shaving Lotion 16 oz.	$6.00

PRICE CHANGES

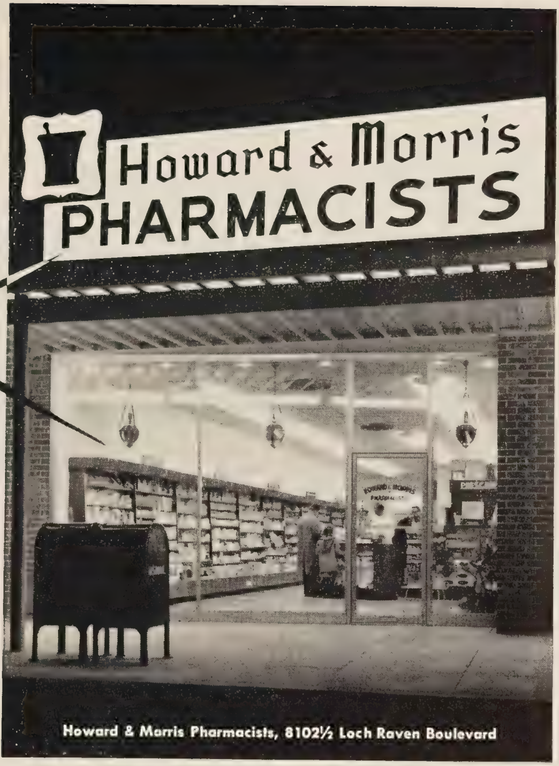
Effective January 15, 1960, prices on the following DUBARRY & RICHARD HUDNUT products will be increased as follows (Plus 10% Tax):

		New Price
#25653	ROYAL BEE COMPACT	$4.00
#25612	FLATTER-GLO, 1 fl. oz.	1.35
#25485	EYE BEAUTY PENCIL REFILL	.75
#25480	EYE SHADOW STICK—REGULAR	1.50
#25479	EYE SHADOW STICK—SHIMMER SHADES	1.75
#25431	MASCARA ADE REFILL	1.25
#25190	FOUNDATION LOTION, 5 fl. ozs.	1.75
#25178	FOUNDATION LOTION, 10 fl. ozs.	2.75
#25151	SKIN FIRMING LOTION, 10 fl. ozs.	3.00
#25150	SKIN FIRMING LOTION, 5 fl. ozs.	1.75
#25144	SPECIAL ASTRINGENT, 10 fl. ozs.	3.00
#25143	SPECIAL ASTRINGENT, 5 fl. ozs.	1.75
#25140	SKIN FRESHENER, 5 fl. ozs.	1.10
#25109	LIQUID TREASURE, 2½ fl. ozs.	2.25
#25065	CLEANSING CREAM FOR DRY SKIN, 8 ozs.	2.35
#11614	THREE FLOWERS BRILLIANTINE—LIQUID	.65
#11610	THREE FLOWERS BRILLIANTINE—SOLID	.65

DON'T FORGET

TO WRITE YOUR CONGRESSMEN ABOUT FAIR TRADE.

IT REALLY IS IMPORTANT.



GOOD LIGHTING

Howard & Morris Pharmacists, 8102½ Loch Raven Boulevard

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. CONTRIBUTIONS .

COMPOUNDING AIDS OF INTEREST TO THE HOSPITAL PHARMACIST *

By B. F. Allen**

The practice of compounding (bulk compounding, or manufacturing) in hospital pharmacy offers an opportunity for one to employ a great number of so-called newer dispensing aids which is almost prohibitive in retail pharmacy.

During the past few years, research specialists in pharmacy have investigated the potentialities of many new substances. In a great many instances, these new additives have resulted in more stable and elegant pharmaceutical preparations.

Compounding of dermatologic prescriptions is one of the most important aspects of present-day pharmacy. A great deal of work has been involved in the formulation of dermatologic vehicles, whether they be lotions or ointment-like products. The manufacture of such preparations, utilizing all of the newest techniques and materials, can be one of the outstanding services of a hospital pharmacy.

Also, it is important to note at this time that a great number of these dispensing aids can also be utilized to improve internal preparations in addition to the external type.

It should be further emphasized that simple, inexpensive and routine equipment found in any hospital pharmacy will satisfy the compounding need. Elaborate and expensive equipment is usually unnecessary. Exceptionally satisfactory results can be obtained with conventional mixing procedures using a mortar and pestle, or even a stirring rod and beaker.

However, anyone experienced with compounding of this type will readily agree that one of the major problems encountered when modern dispensing aids are involved, is sources of supply. It is extremely difficult at times to purchase small quantities of materials of this nature generally required for an average hospital pharmacy. However, several years ago an attempt was made to help solve this problem insofar as this area is concerned. The following announcement was sent out by the Laboratory Center, Inc.[1]

"As a Hospital Pharmacist myself I know how many hours are spent in trying to find unusual chemicals. Today the Journals are full of excellent formulae which can well be adapted to your hospital, but the trouble of finding a source and the great delay in shipment is such that the item is not of interest by the time the materials are assembled." Also, on the catalogue the following additional statements appear:

"The link between progressive industrial chemistry and professional pharmaceutical practice" and "Our specialty is supplying hard to get chemicals."

All the aforementioned statements are evidently the result of experience gained or the problems encountered by one attempting to keep up with the recent advances in dispensing.

Prior to the appearance of the aforementioned organization, it was extremely difficult to purchase these modern dispensing aids in one pound or one pint quantities. Teachers in pharmacy are often asked by a practicing pharmacist where one can purchase a pound of an ingredient instead of a carload quantity.

---

*Abstracted in part from a talk presented to the Pharmacy Section of the Maryland-District of Columbia-Delaware Hospital Association, 19th annual conference.

**Associate Professor of Pharmacy, University of Maryland

[1] 919 Washington St., Wilmington, Del.

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In recent years, a great number of articles have been published urging pharmacists to expand their knowledge of dermatological products both as an area of great prescription potential and as "the broadest avenue for professional relationship with physicians." Several reasons have been given for the great potential of dermatological products: (1) they are "an exclusive field" for the pharmacist, (2) dermatological prescriptions are the only dosage forms showing an increase in compounding frequency over a 25-year period.

This same idea can in all probability be applied to improve the appearance, palatability, and maybe even the stability of a great number of liquid, oral preparations still being stocked in many of the hospital pharmacies. Whenever future dosage forms are discussed, it is always mentioned that oral solutions and suspensions will continue to be improved in the years ahead. Therefore, it is imperative that wherever possible, a hospital pharmacist make an attempt to use the available information, since such advances are bound to occur as a result of the attention given to solution and suspension dosage forms by the pharmaceutical manuafcturers.

In order to illustrate the practical uses of some of these dispensing aids, the following were selected: dioctyl sodium sulfosuccinate,[2] methylcellulose,[3] glycerylmonostearate,[4] chondrus extractives,[5] sodium lauryl sulfate, and Veegum.

In order to emphasize and illustrate how a very simple and yet useful hospital formula can be modernized, the always popular Liquid Petrolatum Emulsion was selected. The following two formulas have been prepared in our laboratory on many occasions.

Liquid Petrolatum Emulsion, N.F.

Liquid petrolatum	500 ml.
Acacia, in very fine powder	125 Gm.
Syrup	100 ml.
Vanillin	40 mg.
Alcohol	60 ml.
Purified water, a sufficient quantity,	
To make	1000 ml.

Liquid Petrolatum Emulsion (U. of M. Hospital)

Liquid petrolatum	650 ml.
Acacia, granular	12.5 Gm.
Sodium alginate	5 Gm.
Vanillin	40 mg.
Saccharin	50 mg.
Butyl parahydroxybenzoate	0.3 Gm.
Alcohol	50 ml.
Water, a sufficient quantity	
To make	1000 ml.

Both of these formulas produce excellent preparations, and note the use of sodium alginate and butylparahydroxybenzoate in the second formulation. The originator of the University of Maryland formula certainly made some real progress in getting "house" acceptance. In both of these formulas, the problem of obtaining satisfactory suspensions of acacia and sodium alginate still exists. The chief purpose for these two ingredients in the formulations is that of emulsifying agents. However, they are also classified as intestinal evacuants because of their bulk-producing properties.

It was believed by the author that a satisfactory emulsion could be prepared by simply combining liquid petrolatum, dioctyl sodium sulfosuccinate, and distilled water according to the following formulation.

Formula No. 1

Liquid petrolatum	500 ml.
Dioctyl sodium sulfosuccinate	15 Gm.

[2, 3, 4, 5] These dispensing aids have appeared in previous issues of The Maryland Pharmacist.

Distilled water, a sufficient quantity, To make	1000 ml.

The resulting emulsion was an elegant, milky-white preparation. However, on violent agitation in a bottle, it did have a tendency to foam excessively.

A very simple stability test was conducted by placing the emulsion in a 100 ml. mixing cylinder and observing the amount of separation during a 4 week period. Also, a portion of the emulsion was passed once through a hand homogenizer, and the aforementioned test conducted. At the end of the 24 hour period, the preparations separated into two distinct layers. The upper portion consisted of the emulsified phase, while the lower portion was clear, water-white, in appearance. The preparation as initially manufactured showed a clear, water-white separation of 22 percent at the end of the 24 hour standing period. The product passed through the hand homogenizer showed a clear, water-white separation of 21 percent. This certainly is an indication that a good emulsion can be manufactured from the above formulation without further subjecting the product to homogenization.

One may question the selection of a 15 Gm/1000 ml. concentration (1.5%) of dioctyl sodium sulfosuccinate in the formulation. This is the maximum solubility of the chemical in water, and mineral oil emulsions are very often mixed with water, milk, fruit juices, etc., prior to administration.

It has been reported that methylcellulose stabilizes oil-in-water emulsions at a concentration of 0.1 percent or less. Also, it has been stated that this substance alone will not produce satisfactory emulsions with mineral oil. Therefore, the following formulation was compounded and found to be an elegant milky-white emulsion having a good consistency.

Formula No. 2

Liquid petrolatum	500 ml.
Dioctyl sodium sulfosuccinate	15 Gm.
Methylcellulose (4000 cps)	5 Gm.
Distilled water, a sufficient quantity, To make	1000 ml.

The finished emulsion foams on excessive shaking and requires a settling period before bottling or even before a separation test can be conducted.

It is very interesting to note that commercial products, for internal use, such as tablets, capsules, and liquids, range in methylcellulose content from around 10 mg. to 1.5 Gm. per dose. The U.S.P. lists 1 Gm. as the usual dose for this substance to be used as a bulk laxative. It has also been noticed that very few of the manufacturers designate the viscosity type of methylcellulose being used in their products.

Thinking in terms of manufacturing a mineral oil emulsion with a high methylcellulose content the following product was formulated.

Formula No. 3

Liquid petrolatum	500 ml.
Dioctyl sodium sulfosuccinate	15 Gm.
Methylcellulose (4000 cps)	16.5 Gm.
Distilled water, a sufficient quantity, To make	1000 ml.

The resulting product is an elegant milky-white, cream-like emulsion, having a very high viscosity or ointment-like consistency. It closely resembles cream-like food products in appearance. For administration purposes, the preparation would have to be scooped from a container with a spoon in order to obtain the desired dose.

This product remained stable for over a one-month period at room temperature with no visible separation. Also, there was no separation when this preparation was stored for three days at refrigerator temperature.

Glycerylmonostearate has proved to be a very useful emulsifier and emulsion adjunct. It has a stabilizing effect on many liquid emulsions and as little as one-half percent is sometimes sufficient to prevent creaming or separation. This substance is essentially the monoglyceride of stearic acid and its emulsifying properties are due to the polar nature of the two remaining OH groups of glycerin orienting toward and into the water phase while the hydrocarbon chain of the stearic acid portion is thrust into the fatty phase of the emulsion.

Pure glycerylmonostearate is not very effective as an emulsifier unless it is admixed with depressants of surface and interfacial tensions. Many commercial varieties of such combinations are available and are called "self-emulsifying."

Since glycerylmonostearate dispersions in hot water give viscous fluids or creams, it has been suggested that it can replace vegetable gums because the thickening action of the product takes place immediately on cooling, and no time is lost in waiting for a swelling action to occur as is the case with many gums and some of the newer agents of the cellulose ether type.

A mineral oil emulsion was prepared from the formula which follows:

Formula No. 4

Liquid petrolatum	500 ml.
Dioctyl sodium sulfosuccinate	15 Gm.
Glycerylmonostearate, N.F.	5 Gm.
Propyl-p-hydroxybenzoate[a]	0.5 Gm.
Distilled water, a sufficient quantity, To make	1000 ml.

This preparation was an elegant milky-white product, the final fluidity was very good (though fairly thin), and it did not foam as much as Formula No. 1. Actually, the final consistency and appearance of this preparation resembled ordinary milk.

A simple explanation of why chondrus extractives are effective in stabilizing emulsions is not immediately evident. However, research workers have examined the skins (coatings) formed at the interfaces of oils layered on solutions of emulsion stabilizers and found a particularly strong film between chondrus extractive and mineral oil. Also, it has been stated that this substance is the most widely used stabilizer for laxative emulsions.

A mineral oil emulsion was prepared from the formula which follows, based on Formula No. 1, and to it was added one percent of a commercial chondrus extractive.

Formula No. 5

Liquid petrolatum	500 ml.
Dioctyl sodium sulfosuccinate	15 Gm.
Chondrus extractive[b]	10 Gm.
Propyl p-hydroxybenzoate	0.5 Gm.
Distilled water, a sufficiently quantity, To make	1000 ml.

The resultant product was milky-white in appearance, did not foam, had a very good consistency and poured readily. This was probably the best combination formulated in this series of experiments. (To be continued in February Issue.)

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Volume 18 JANUARY, 1960 No. 5

ANNUAL GOOD WILL MEETING

Thursday, January 14, 1960 marked the tenth anniversary of the annual "Good Will" dinner meeting of the Travelers, held at the Park Plaza Hotel.

The monthly business was quickly administered by President Al to allot all of the time available for the benefit of the three distinguished speakers that were scheduled to speak to us on that most interesting and intriguing subject "Good Will".

John Crozier acted as Program Chairman of the meeting and introduced the speakers in the following manner.

"The first speaker, Rev. Frederick J. Gamble, Pastor of the Shelbourne Baptist Church, is a graduate of Eastern Baptist College and Eastern Baptist Seminary. In addition to his pastoral duties he is actively interested in Crime-Rehabilitation. It is with a great deal of pleasure that I present the Reverend Frederick J. Gamble.

Our second speaker is Rabbi Uri Miller, a New Yorker by birth. He attended Lewis Institute and the Hebrew Theological College in Chicago. Prior to coming to Baltimore in 1945 to the Beth Jacob Congregation, he was Rabbi at B'nai Abraham Congregation, Terra Haute, Indiana, United Orthodox Synagogue, Omaha, Nebraska and Beth Israel Synagogue, New Orleans, La.

He is Chaplain at Veterans Administration Hospital, Perry Point and also at Veterans Administration Hospital at Fort Howard. At present he is the Vice President of Synagogue Council of America. Gentlemen, Rabbi Uri Miller.

Our third and final speaker, Reverend Father William Kailer Dunn actually needs no introduction, as many, if not all of you have seen him on Television as a Panel Member on TV Production "To Promote Good Will", sponsored by the American Legion on WBAL-TV each Sunday evening at 6:35 P.M., moderated by Dave Brigham, Executive Secretary of the General Alumni, University of Maryland.

Father Dunn has been a panel member, representing the Roman Catholic religion for the past three years. He is a native Baltimorean having attended both the Public and Parochial schools in Baltimore and later, St. Charles College, Catholic University, American College in Rome, and Johns Hopkins University, where he was awarded his Ph.D. degree in Education in 1956. He is one of the founders of C.Y.O. (Catholic Youth Organization) in Baltimore.

At the present time he holds post of Chaplain and Professor of Religion and Education at Notre Dame College here in Baltimore. Recently he attended the 100 year Centennial Anniversary of American College in Rome.

Fellow members, it is my honor to present Father William Kailer Dunn.

From the above backgrounds, it is easily understood that all who missed the annual Good Will meeting were definite "losers". Besides the ever-present good fellowship that always is evident at the monthly meetings, those who could not attend lost a tremendous inspirational impetus to do good will to our fellow citizens. In this period of the year when most businesses are taking inventory to find out where they are going, we Tampians present at the Good Will meeting took inventory of ourselves. We were all inspired by these most distinguished representatives of religious beliefs.

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-: NEWS ITEMS :-

MEET THE PRESIDENT

GREGORY W. A. LEYKO

The Annual Meeting and Election of Officers of the Baltimore Metropolitan Pharmaceutical Association was held at the Kelly Memorial Building on December 3, 1959. Gregory William August Leyko was elected 30th president of the greater Baltimore Association.

Gregory W. A. Leyko is a native of Baltimore, and has resided in Baltimore practically all of his life.

He attended the Parochial Schools of Baltimore during the elementary period of his education. He is a graduate of the Baltimore City College. Gregory graduated from the University of Maryland School of Pharmacy in 1933 with a Bachelor of Science degree in Pharmacy.

With the exception of a two and a half year stint in World War II, serving part of this time in the European Theatre of Operations as ambulance driver, pharmacist and laboratory technician, Gregory has devoted all of his time in retail pharmacy. After extensive experience in both independent and chain store operations, he acquired Van's Pharmacy in West Baltimore. He has been conducting this drug store as Leyko's Pharmacy since 1946.

Gregory has taken a keen interest in organizational work. Some of the memberships he holds are: Alumni Association School of Pharmacy University of Maryland, National Association of Retail Druggists, Baltimore Metropolitan Pharmaceutical Association, Maryland Pharmaceutical Association, and Polish-American Professional Association.

Gregory is married to the former Maryanna Gorski. The Leykos have two children: Gregory Julius age 15, and Marie Ann age 9. This happy family make their home in West Baltimore.

Our new President has tackled his job with enthusiastic vigor. He has a penchant for thoroughness, ever searching for the reason why. He is restless until a task at hand is completed. He has set a pace that should make for a successful administration.

DR. HUNTINGTON WILLIAMS REPORTS ON BALTIMORE FOOD CONTROL

Reporting on the major food control activities in Batlimore City for the year 1959 Mr. Ferdinand A. Korff, Director of the City Health Department's Bureau of Food Control has told me that the city last year established an exceptionally fine record of only two reported outbreaks of food poisoning. The first was caused by infected food prepared for a church luncheon and the other by food served at a local hotel. The low number of outbreaks is attributed by Mr. Korff to the careful following of

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recommended food handling procedures and to the use of liquid germicidal soaps.

In the supervision of the food establishments in the city the bureau sanitarians made over 13,000 inspections and in 604 instances removed from sale 448 tons of food considered unfit for human consumption. Reasons for condemnation were chiefly fire damage and other types of contamination. While it is gratifying to note that most owners and managers of food establishments are interested in maintaining high standards of food sanitation it was necessary to issue 531 legal notices for serious violations, 17 of which terminated in court cases. On the other hand, some 400 food establishments engaged in self-inspection activities and voluntarily submitted over 4,800 reports. Many of these plants employed private sanitarians thereby saving the city the costs of these inspections.

Other events of note that occurred during the year were: Destruction of 1,000 Japanese dishes decorated with soluble poisonous lead paint; 4 cases of tularemia from handling rabbits and squirrels shot in surrounding counties; and the finding of the weed killer **aminotriazole** in cranberries and the destruction of the contaminated lots.

Noting 850 complaints registered by citizens against food establishments, a low figure considering the 10,000 establishments and the city's population, Mr. Korff finds it very desirable for the public to report insanitary conditions or the sale of impure food to his office. Such action will result in a more expeditious survey of the offending place of business, thereby benefiting the community at large.

DRUG FAIR SALES UP 33% IN 1959

Drug Fair reported a record-breaking year for 1959.

Sales for the chain totaled $24,354,101 for the twelve months ending December 31, 1959, according to Drug Fair president, Milton L. Elsberg. Compared with gross sales of $18,256,420 for 1958, last year's figure represented an increase of 33.4 per cent over 1958.

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Drug Fair sales in December, Elsberg indicated, amounted to $3,412,975, the highest total for a single month in the chain's history. This is an increase of 33.3 per cent over the $2,558,550 for December, 1958.

Thirty-nine Drug Fair stores were in operation in the Washington metropolitan area, at the end of 1959.

SUPERMARKET EXPANSION

Louis Stein, president of Food Fair Stores, Inc., told the twelfth national credit conference of the American Bankers Association: There are 30,000 supermarkets today, and they are expected to number 40,000 in 1970. Twenty years ago, there were only 6,000 supermarkets in existence.

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PRESIDENT'S MESSAGE
BALTIMORE METROPOLITAN PHARMACEUTICAL ASSOCIATION

Dear Fellow Pharmacists:

The honor, to serve as President of the Baltimore Metropolitan Pharmaceutical Association, which you have placed upon me, is indeed a great privilege. I wish to extend to all of you, sincere thanks and best wishes for the New Year 1960.

January, 1960, is not only the turn of a new year, it is the turn of a new decade. We must search out and use all our best talents to make the first year of the '60's the beginning of a better time than the '50's.

According to every economist who has yet uttered his predictions, the business years ahead should be record breaking years for almost everyone. Interesting, too, although a golden age is predicted from all sides, practically no branch of business is taking for granted that their own progress, in the decade ahead, will be handed to them on a silver tray.

In order to share in this progress we must check our promotional efforts now. We must cooperate with our fellow pharmacists to improve the public's opinion of Pharmacy in our community. We must run our stores in a professional way, both in the front and in the back of the prescription counter. We must reject pessimism and reflect in the words of a wise sage of long ago who said:

"—twixt the optimist and the pessimist, the difference is droll.
The optimist sees the doughnut, but the pessimist sees the hole—"

A great decade is ready and waiting for you.

A list of Committees for 1960 will be published in the next issue of the Maryland Pharmacist. We will inform you, at all times, of their progress, through the media of the Monthly Bulletin of the Baltimore Metropolitan Pharmaceutical Association and the Maryland Pharmacist. Do not hesitate to make inquiries and suggestions, they are most welcome.

The 44th Annual Banquet of the Baltimore Metropolitan Pharmaceutical Association, will be held on Sunday, March 20, 1960 at the Lord Baltimore Hotel. The Banquet Committee, under the brilliant leadership of our sincere chairman, Sam Goldstein, is assuring you an outstanding social event, and your wholehearted participation in this gala affair is most essential.

Being president of your Association is not a one man job, my success and your Association's success depends upon your wholehearted support. The prescription is the biggest bargain in the lifetime of the public. Your Association is the biggest bargain in your profession.

GREGORY W. A. LEYKO
President

PEPSODENT SPRING PROMOTION OFFERS BOTH DEALER AND CONSUMER PRIZES

A $25,000 first prize, biggest in Pepsodent history, tops the consumer awards in a $50,00 contest for Pepsodent toothpaste and toothbrushes scheduled for early spring. Based on writing a new Pepsodent jingle, the contest features 80 cash prizes besides the top award.

Each of the 11 top winners can qualify for a bonus prize of a 1960 Chrysler Valiant by submitting purchase-proof for both Pepsodent toothpaste and toothbrushes with their con-

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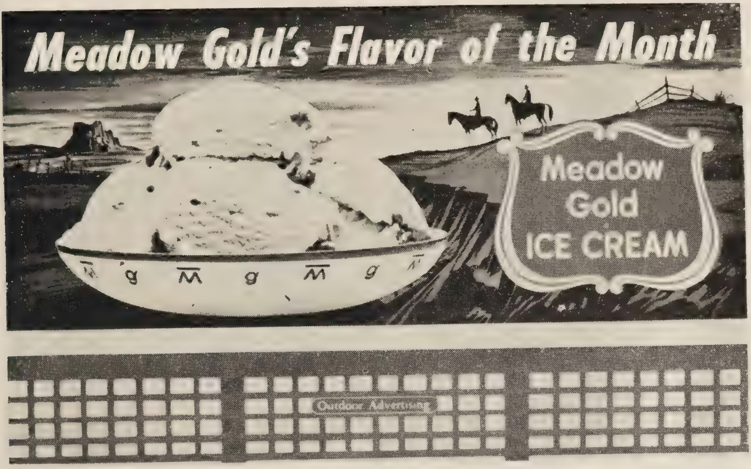
test entries. Minimum entry requirement is either both end flaps from any size Pepsodent toothpaste carton, a price disc from Push Button Pepsodent or a label from any size Pepsodent toothbrush.

A dealer display contest accompanies the consumer contest. Dealers who wish to enter the special display contest can have a Pepsodent salesman take a picture of their Pepsodent Jingle Contest display or send a photograph of their own directly to "Pepsodent, 390 Park Avenue, New York 22, N. Y., Box 583." First Prize is a Valiant car, with two Lambretta motor scooters offered as runnerup awards, and 50 Emerson transistor radios completing the prize array.

Advertising support for the Pepsodent Jingle Contest will begin March 13 and continue into April. The contest itself closes April 18. Available display material includes basket displays, riser cards, window banners and take-one entry pads.

BALTIMORE METROPOLITAN PHARMACEUTICAL ASSOCIATION OFFICERS 1960

Seated from left: Sam A. Goldstein, first vice president; Gregory W. Leyko, president; Jerome J. Cermak, second vice president; Aaron M. Libowitz, third vice president. Standing from left: Joseph Cohen, secretary; Herman B. Drukman, chairman, executive committee; John F. Neutze, Irving I. Cohen, Marion R. Chodnicki, members executive committee; Edward J. Passaro, fourth vice president. Not shown: Charles E. Spigelmire, treasurer; Jerome A. Stiffman, executive committee; Francis S. Balassone, ex-officio.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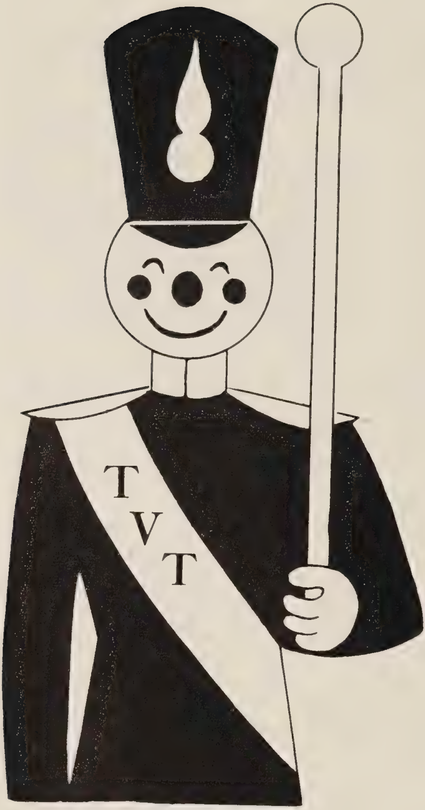

INCREASE YOUR TOY SALES YEAR 'ROUND AT NO EXTRA COST

BE a TV-Time Toy Store

Tie-in with the most successful toy promotion of all time! This sales-proven merchandising program is already doing wonders in hundreds of stores throughout the Baltimore metropolitan area.

You get exciting, eye-catching, point-of-sale pieces . . . your store name on television . . . personal plugs by such stars as Pop Pop, Jack Wells, Royal Parker, Nelson Baker and Buddy Dean!

Plus bonus sales boosters . . . monthly toy give-aways . . . bicycle give-aways . . . fabulous Disneyland trip contest . . . all tied-in with your store.

BOOST PROFITS NOW!

Be a TV-Time store to cash in on extra business.
Becoming a TV-Time store does not cost you one cent extra.

Phone Bob Lewis, TV-Time Supervisor, BR. 6-3695, or EA. 7-1950.

I. L. TOY COMPANY
1023 EAST BALTIMORE ST.

1909 - - - 1959

OUR FIFTIETH ANNIVERSARY

Our entire organization extends greetings to you for the year . . . 1959 . . . and wishes to thank the pharmacists of Maryland for their loyal support and most valued patronage over the years . . .

TAFT, WARREN & TAFT, INC.

ESTABLISHED 1909

122-124 South St. • Baltimore 2, Md.

SAM COHEN, President
SCOTT M. PHOEBUS
RALPH HERMAN
LOUIS COPELAND
EUGENE FRISHMAN
MARIAN FRISHMAN
STEPHEN ROSENSTEIN
LUCILLE MILBOURNE

FIRST ANNIVERSARY PARTY

City Pharmacy, Havre de Grace, Maryland, celebrated the First Anniversary of its new location by holding a two-day party. Refreshments, centering around a 200 pound cake, were served during the celebration. According to David Newman, proprietor, the party was an outstanding success.

PHARMACY CHANGES

The following are changes in drug stores for December:

New Store:

Lyndale Pharmacy, Mrs. Ida H. Glorioso, 4556 Lyndale Avenue, Baltimore 13, Maryland.

Change of Ownership:

Doctors' Pharmacy, Leonard Goldberg —Formerly: Samuel Markin, Owner, 1501 East 33rd Street, Baltimore 18, Maryland.

Beltsville Pharmacy, Paul Reznek, Owner; Formerly owned by: Paul Reznek and William Karasik, 11182 Baltimore Blvd., Beltsville, Maryland.

Closed:

Stanley S. Taub, Stanley Pharmacy, 3741 Wabash Avenue, Baltimore 15, Maryland.

Robert S. Scher, Corner Drug Store, 5740 Falls Road, Baltimore 9, Maryland.

Melvin Harry Rudman, Key Pharmacy, 554 East Fort Avenue, Baltimore 30, Maryland.

Israel A. Rosenfeld, Holabird Pharmacy, 7155 Holabird Avenue, Dundalk 22, Maryland.

H E W EXPENDITURES TO INCREASE

The President's new budget gives the Department of Health, Education and Welfare an increase of $100 million for 1961, over estimated spending for 1960.

Enforcement of the pure food and drug laws will receive $17,829,000, an increase of $2,869,000 over 1960. This enforcement program will include the Durham-Humphrey Law, which directly affects the practice of Pharmacy.

NO ONE

Ever Outgrows the Need for

MILK

GET THE BEST . . . . GET . . . .

Sealtest
TRADE MARK
DAIRY PRODUCTS

MU lberry 5-3800

NATIONAL ADVISORY COMMISSION ON CAREERS IN PHARMACY

A National Advisory Commission on Careers in Pharmacy has been activated by the American Pharmaceutical Association to assist the centralized recruitment activity recently established at A.Ph.A. Headquarters in Washington, D. C.

The announcement was made today by Dr. William S. Apple, Secretary of the American Pharmaceutical Association, following authorization by the A.Ph.A. Council for the creation of an advisory body which would include representation from every segment of the profession and industry. According to Dr. Apple, the following organizations have been invited to membership in the Commission:

American Association of Colleges of Pharmacy
American College of Apothecaries
American Council on Pharmaceutical Education
American Foundation for Pharmaceutical Education
American Society of Hospital Pharmacists
Federal Wholesale Druggists Association
Metropolitan Drug Association Secretaries
National Association of Chain Drug Stores
National Association of Boards of Pharmacy
National Association of Retail Druggists
National Conference of State Pharmaceutical Association Secretaries
National Pharmaceutical Association
National Wholesale Druggists Association
Pharmaceutical Manufacturers Association
Proprietary Association

SPOTLIGHT PRODUCT OF THE MONTH

L & M

Featured in all BMPA Stores

WITH
Dial 123 *Live* Radio

The A.Ph.A. released a new pharmacy careers brochure entitled, "See Your Future in Pharmacy." Continuing liaison with the Commission on Health Careers of the National Health Council is provided by A.Ph.A. membership as well as by the recent election of Secretary Apple to the N.H.C. Board of Directors.

According to Dr. Apple, an early meeting of the National Advisory Commission on Careers in Pharmacy will be scheduled. The Commission will be asked to consider an integrated program which will more effectively utilize the resources of the profession and industry in presenting the advantages and opportunities of a career in pharmacy.

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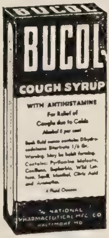
Davol Rubber Goods
Ace Hard Rubber Combs
Ajax Hard Rubber Combs
Devilbiss Atomizers
Camp Stationery
Lacross Manicure Implements
Millers Forge Manicure Implements
Jones Enamelware
Gillette, Gem, Razors and Blades
Schick Blades and Razors
Eaton High Grade Stationery
Becton Dickinson Products
Kotex, Kleenex, Modess, Yes
Tampax
Doeskin Products
Foster Forbes Glassware
American Thermos Bottles
Sheiks-Ramses
Trojans

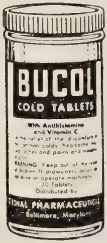
Miller Drug Sundry Co.

105 W. Redwood Street
Baltimore 1, Maryland

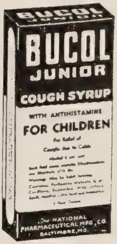
The BUCOL Twins Are Now A Trio!


BUCOL
BUCOL
COUGH SYRUP
WITH ANTIHISTAMINE
THE NATIONAL PHARMACEUTICAL MFG. CO.
BALTIMORE MD

FTM $ .98


BUCOL
COLD TABLETS
With Antihistamine and Vitamin C
20 Tablets
NATIONAL PHARMACEUTICAL
Baltimore, Maryland

FTM $ .89


BUCOL
BUCOL
JUNIOR
COUGH SYRUP
WITH ANTIHISTAMINE
FOR CHILDREN
THE NATIONAL PHARMACEUTICAL MFG. CO.
BALTIMORE, MD.

FTM $ .69

WE HAVE ADDED BUCOL COLD TABLETS
WITH ANTIHISTAMINE
TO THE BEST COUGH SYRUP TWINS
ON THE MARKET!

THE NATIONAL PHARMACEUTICAL MFG. CO.
BALTIMORE 2, MARYLAND

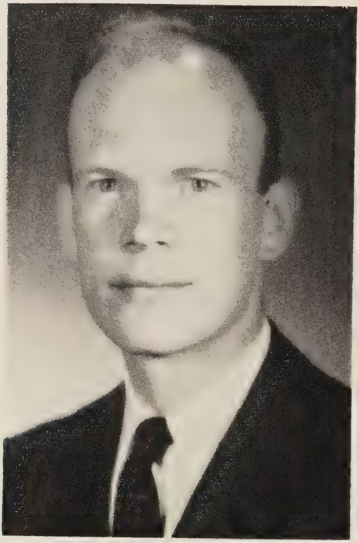
GILPIN PROMOTIONS

James E. Allen, President of The Henry B. Gilpin Company, has announced the appointment of James W. Roberts, Jr. to the position of Manager of the Baltimore Division effective January 1, 1960. Mr. Roberts has held the positions of both Sales Manager and Operations Manager for the Norfolk Division.

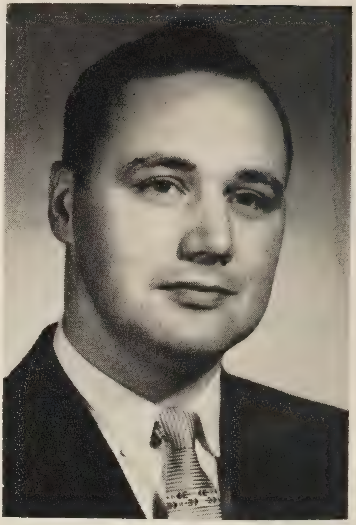
Bernard A. Appel, Assistant Treasurer and Director of Finance for the firm, has held the position of Baltimore Division manager since 1957. In January of 1959, Mr. Appel was promoted to company Finance Director and will now devote full time to his responsibilities throughout the company operations.

Mr. Allen stated that the promotion of these two young Gilpin executives is an important part of the total Gilpin program for expansion and growth.

Other personnel changes in the Gilpin firm include the following:



JAMES W. ROBERTS, JR.



BERNARD A. APPEL

William H. Harrison has been promoted to Director of Trade Relations for the entire Gilpin organization.

Kenneth L. Mills has been promoted to Field Sales Manager of the Baltimore Division.

L. Scott Grauel, Field Sales Manager of the Norfolk Division, recently announced the appointment of Floyd D. Swartz, Jr. as Director, Store Promotion and Equipment Department, Norfolk Division.

1960 DUES ARE NOW DUE PLEASE PAY PROMPTLY

Maryland Pharmaceutical Association

Active Membership	$25.00
Affiliate Membership	$25.00
Associate Membership	$ 5.00

Baltimore Metropolitan Pharmaceutical Association

Active Membership	$10.00
Associate Membership	$ 5.00

OREOLE PROVES
your customers, not you,
pay for your air conditioning.

CUSTOMERS CALL OFTENER
stay longer, buy more

BUSINESS INCREASES
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EMPLOYEE
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YOU CAN BE SURE . . . IF IT'S Westinghouse
SURE OF MORE BUSINESS—MORE PROFITS

SPECIAL
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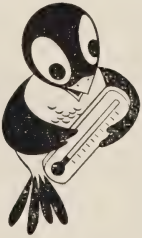

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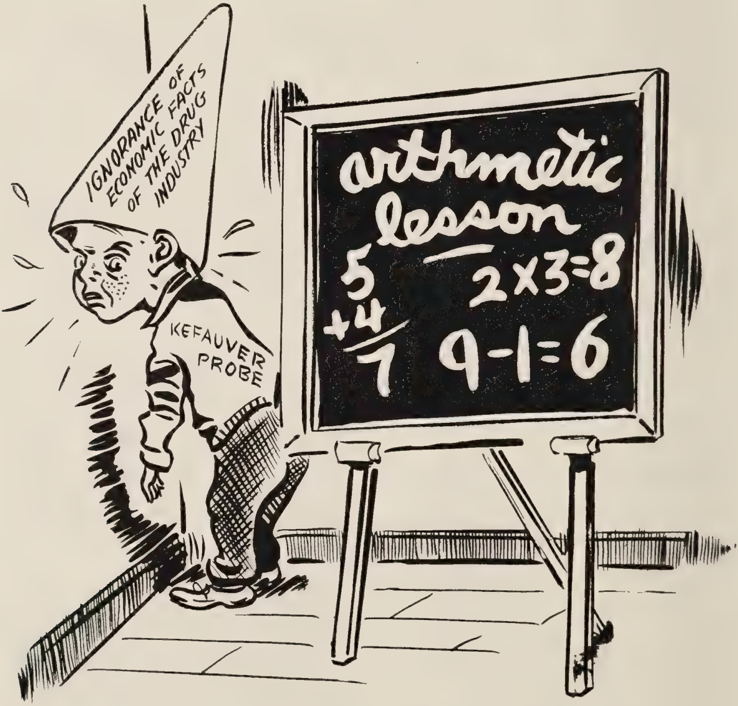
THE MERCK INDEX

The forthcoming seventh edition of The Merck Index, an outstanding chemical reference book, will be 400 pages larger than its predecessor and will contain several novel features, including a Russian alphabet. It is scheduled for publication in March.

A unique encyclopedia of chemicals and drugs, the Index has been published by the Merck organization for more than 65 years. It has become a standard reference work for chemists, pharmacists, physicians, dentists, veterinarians, botanists, and members of allied professions. More than 100,000 copies of the sixth edition have been sold since its publication in 1952.

The special prepublication price in the United States is $11. After publication, price will be $12. Orders may be addressed to Publications Department, Merck & Co., Inc., or placed with technical book dealers.

The new edition contains 1,600 pages of text covering nearly 10,000 descriptions of individual substances, more than 3,300 structural formulas, and about 30,000 names of chemicals and drugs alphabetically arranged and cross-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THE HENRY B. GILPIN COMPANY
BALTIMORE - WASHINGTON - NORFOLK

indexed—10,000 more than its predecessor.

Many of the additional substances admitted to the new Index play a role in biological processes or are of therapeutic or technological importance. The number of references to the medical and veterinarian uses of drugs is correspondingly expanded in the new edition. In addition to a larger number of structural formulas than contained in any previous issue, the current Merck Index also provides emperical formulas, molecular weights and percentage compositions.

Encyclopedic information about the thousands of listed chemical entities includes sources, physical properties and structures, bibliographical references and medical or veterinary uses in appropriate cases.

An outstanding feature is a seperate cross-index, arranged to enable the user to find any substance or compound, whether it is known to him by its systematical-chemical, generic, common, brand or trade name, and to guide him by page and number to the proper monograph.

Other new features include tables of chromatographic adsorbents, calories in foods, biological units, Russian alphabet, saturated solutions, and prescription notations.

A special section lists more than 400 organic "name" reactions with original and review references, together with a description and structural representation of each reaction. There is an up-to-date periodic table, a table of international atomic weights, and approximately 300 pages of appendices on such subjects as thermometric equivalents, radioactive isotopes, refractive index of liquids, first-aid in poisoning, temperature conversion, and many others.

First edition of this comprehensive reference work was published in 1889 as "Merck's Index of Fine Chemicals and Drugs for the Materia Medica and Arts—Comprising a summary of whatever chemical products are today adjudged as being useful in either medicine or technology." Subsequent editions were published in 1896, 1907, 1930, 1940 and 1952.

Like its predecessor volume, the seventh edition of The Merck Index is published at cost as a professional service. The new book will be 7⅛ by 9⅞ inches in page size and bound in dark blue acid resistant Sturdite.

Publication of The Merck Index, The Merck Manual of diagnosis and therapy, and The Merck Veterinary Manual, has become a traditional service rendered to the professions by Merck for more than half a century. During this time the three publications have achieved international recognition as dependable sources of information in the several fields which they are intended to serve.

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KEEP THESE FINE CIGARS IN YOUR LINE-UP

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POISON CONTROL

PERCENTAGE DISTRIBUTION BY TYPE OF SUBSTANCE AND TYPE OF CASE, CF 11,646 ACCIDENTAL INGESTIONS IN CHILDREN UNDER FIVE YEARS OF AGE, 1954 - 1958

TYPE OF SUBSTANCE	ALL CASES	TREATED CASES	TELEPHONE INQUIRES
Total	100.0	100.0	100.0
Medicines	48.0	55.3	36.6
Internal	41.4	50.2	27.5
Aspirin—baby	12.9		
Aspirin—adult	2.6		
Aspirin—unspecified	6.0		
Laxatives	2.4		
Cough medicine	1.7		
Tranquilizers	1.6		
Antihistamines	1.4		
Barbiturates	1.2		
Vitamins and minerals	1.1		
Other internal medicine	10.5		
External	6.6	5.1	9.1
Liniment	1.5		
Ointment	0.8		
Camphorated oil	0.7		
Other external medicine	3.6		
Cleaning and Polishing Agents	17.0	14.7	20.5
Soap, detergents, etc.	4.1		
Bleach	3.8		
Seal oil polishes	1.8		
Other polishes	0.9		
Disinfectants	1.5		
Corrosives, caustics, etc.	1.4		
Others	2.5		
Pesticides	10.0	10.8	8.8
Petroleum products	6.00	7.8	3.1
Paints, varnishes, etc.	4.8	4.0	6.0
Cosmetics	4.8	2.0	9.3
Plants	2.2	1.7	2.9
Gases and vapors	0.1	0.1	0.1
Others	6.6	2.8	12.5
Unspecified	0.5	0.8	0.2

Source: Individual case reports submitted to the National Clearinghouse by 59 Poison Control Centers.

AMERICAN PHARMACEUTICAL ASSOCIATION ANNOUNCES ELECTION OF NEW OFFICERS

The Board of Canvassers of the American Pharmaceutical Association announced the election of Ronald V. Robertson, practicing pharmacist of Spokane, Wash., as President-Elect of the A.Ph.A. The First Vice-President-Elect is Robert J. Gillespie, practicing pharmacist of St. Joseph, Mich., and the Second Vice-President-Elect is John J. Dugan, practicing pharmacist of New Haven, Conn. Members-Elect of the A.Ph.A. Council for a term of three years are Roy A. Bowers, pharmaceutical educator of Newark, N. J., Louis J. Fischl, practicing pharmacist of Oak-

One delivery takes care of everything . . .

Suburban Club

LARGE FAMILY SIZE

Almond Smash
Black Cherry
Black Raspberry
Bubbles (Club Soda)
Ginger Mint
Golden Ginger Ale
Grape
Orange
Pale Dry Ginger Ale
Pepsi-Cola
Root Beer
Sass
Tom Collins Mixer
Up Town (Lemon-Lime)

7-OZ. SPLITS

Pale Dry Ginger Ale
Bubbles (Club Soda)

SCHWEPPES QUININE WATER

FUDGY

16-oz. Chocolate Soda

SQUIRT

Family Size
7-oz. Splits

SLIM-LINE DIETETIC

Black Cherry
Ginger
Orange
Root Beer

Suburban Club Carbonated Beverage Co., Inc.
ORleans 5-0100

PREFERRED PROTECTION

New arrangements for providing Automobile Insurance and other forms of protection are now available. These new methods may provide substantial savings over your present insurance cost.

If you would be interested in having our representative contact you regarding these matters kindly let us know. We feel that our staff is particularly qualified to serve the pharmaceutical profession.

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BLUE RIBBON—DELUXE

SOLD IN DRUG STORES ONLY

3 for 50c Retail
1 Doz. for $1.50 Retail

No Change in Prices

Consumer accepted for 30 years

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AQUAPAC—The First and Best in rolled wet Skins

3 for $1.50 Retail
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Consumer Appeal — No Change in Prices

AMERICAN HYGIENIC COMPANY

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land, Calif., and Linwood F. Tice, pharmaceutical educator of Philadelphia, Pa.

The officers elected will be installed at the conclusion of the A.Ph.A. annual meeting in Washington, D. C., the week of August 14, 1960. The present officers of the A.Ph.A. who will continue to serve through the annual meeting next year are: Howard C. Newton of Boston, Mass., President; Leo F. Godley of Fort Worth, Texas, First Vice-President; and Paul W. Wilcox of West Point, Pa., Second Vice-President.

Officers of the American Pharmaceutical Association are elected in a mail ballot by all members in good standing, and the votes are counted by a Board of Canvassers appointed by the President. The Board of Canvassers, consisting of Chairman Noel E. Foss of Baltimore, Md., John E. Donaldson of Washington, D. C., and Ralph M. Ware of Richmond, Va., met at A.Ph.A. Headquarters on Monday, December 21, 1959, to tally the votes and certify the results of the election.

The Honorary President of the A.Ph.A. is elected by the House of Delegates annually, and the Secretary and Treasurer are elected triennially by the House of Delegates. Harry J. Loynd of Detroit, Mich., presently serves as Honorary President, while William S. Apple of Washington, D. C., was elected Secretary and Hugo H. Schaefer of Yonkers, N. Y., was elected Treasurer for a three-year term at the 1959 annual meeting.

In sorrow the thoughts of your friends blend with yours.

DR. GEORGE A. BUNTING

It is with regret we report the passing of Dr. George A. Bunting on December 31, 1959. He was 89 years old.

Dr. Bunting was a pharmacist of outstanding national repute. He brought distinction to the State of Maryland.

Robins

JANUARY CHECK LIST

Tear out for a handy check of
your current stock of these
Robins products that are receiving
special promotion in your area
THIS MONTH

Dimetane® Expectorant
☐ 16 oz. ☐ Gal.

Dimetane® Expectorant-DC
☐ 16 oz. ☐ Gal.

Robitussin®
☐ 4 oz. ☐ 16 oz. ☐ Gal.

Robitussin® A-C
☐ 4 oz. ☐ 16 oz. ☐ Gal.

Phenaphen®
☐ Cap. 100's ☐ Cap. 500's ☐ Cap. 1000's

Phenaphen® with Codeine
☐ Cap. ¼ gr. 100's ☐ Cap. ¼ gr. 500's ☐ Cap. ½ gr. 100's
☐ Cap. ½ gr. 500's ☐ Cap. 1 gr. 100's ☐ Cap. 1 gr. 500's

Donnagel®
☐ 6 oz.

Donnagel® with Neomycin
☐ 6 oz.

Why not check your stock of
all Robins products at the same time
—and be prepared

A. H. ROBINS CO., INC., RICHMOND 20, VA.

He graduated from the Maryland College of Pharmacy in 1899, practiced retail and manufacturing pharmacy in Maryland for 70 years. At the time of his death, Dr. Bunting was chairman of the board of the Noxzema Chemical Company, a firm he founded in 1917 to promote the cream in the "little blue jar"—Noxzema.

Dr. Bunting was loyal to Pharmacy throughout his lifetime. He held membership and served in various capacities in many national and local professional, civic, fraternal and religious organizations. He was a member of the Maryland Board of Pharmacy from 1922 until 1934. He served as president of the Maryland Pharmaceutical Association in 1916. His philanthropies covered an area including education, science and the church.

In expressing our heartfelt sympathy to his family and associates, we shall cherish his memory as a dedicated tradition of Maryland pharmacy.

WILLIAM KARASIK

It is with sorrow we note the sudden passing of William Karasik. Mr. Karasik was associated with Paul Reznek as co-owner of the Beltsville Pharmacy, Beltsville, Maryland. We extend our sympathy to his family and associates.

WILLIAM H. WHITTLESEY

We regret to record the untimely death of William H. Whittlesey. Mr. Whittlesey conducted Whittlesey's Drug Store at Bethesda, Maryland. Our heartfelt condolences are extended to the members of his family.

J. GILBERT JOSEPH

It is with sorrow we report the demise of J. Gilbert Joseph after a lingering illness. Mr. Joseph was long associated with Pharmacy in Maryland and took an active interest in the problems of the profession even in retirement. He shall be missed by his many friends. To his family, we express our sympathy.

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Feature the candy that creates quick turnover and repeat business. Profit by the ever-growing demand for Schrafft's—recognized by candy-lovers everywhere as supreme in quality and flavor.

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BRAND
TURNS OVER...

42% FASTER than the largest selling brand of aspirin.

33% FASTER than the largest selling brand of buffered aspirin.

23% FASTER than the largest selling "combination of ingredients."

Alka-Seltzer

Remember . . . *TURNOVER IS THE KEY INGREDIENT IN PROFITS*

DISPLAY **ALKA-SELTZER**®
BRAND
FOR TOP PROFITS

MILES PRODUCTS **M** Division of Miles Laboratories, Inc.
Elkhart, Indiana

Elsie is thorough. She invites folks into places that serve ice cream, and then in a practical way she stimulates cash-register activity. She would like to do this for YOU, too.

Borden's
ICE CREAM
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FIRST AID for throat irritations

THANTIS Lozenges, the original anesthetic, antiseptic throat lozenge, is still *the leader in its field.*

THANTIS gives better relief than its many imitations because it contains Saligenin, a mild, non-irritating local anesthetic which relieves soreness.

THANTIS contains Merodicein, a highly effective, long-lasting antiseptic which combats infection.

THANTIS does not contain an antibiotic and cannot cause unpleasant side reactions in the mouth.

THANTIS has been a household word for twenty-eight years and its effectiveness and safety are backed by extensive clinical and lay use over this period.

THANTIS Lozenges *displayed* at point of sale bring big returns for a *little space.*

Supplied in packages of one dozen vials of 12 lozenges each.

Thantis

LOZENGES

Thantis LOZENGES
For Throat Irritations
12 TUBES
THANTIS LOZENGES
THANTIS' LOZENGES

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HENDLERS GOOD OLD-FASHIONED ICE CREAM. HENDLERS
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are built upon products as well as upon personalities.

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VOLUME XXXV FEBRUARY, 1960 No. 4

Support...

National Fair Trade Legislation

HR 1253

S 1083

Write To The Maryland Members Of Congress At Once

See Page—426

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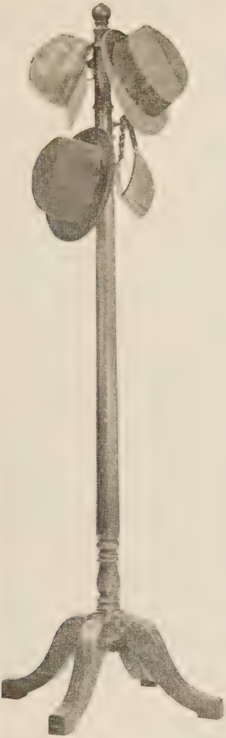

WHAT HAPPENED TO THE PHARMACIST WHO WORE TOO MANY HATS

His first hat was a conservative felt, quite proper for a professional man.

When the stock from his bargain buys heaped up in his cellar, he added a warehouseman's cap.

When he realized how many invoices were being sent by his many suppliers, he got a bookkeeper's green eyeshade.

When he noticed that his capital was tied up in inventory, he decided he was acting as his own banker and bought an expensive Homburg.

Each hat seemed a logical development at the time of acquisition. It was only after he had paid for them all that he remembered he had only one head.

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The Maryland Pharmacist

MARYLAND PHARMACEUTICAL ASSOCIATION

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. . . Editorial . . .

UNITED WE STAND

No matter what our differences may be in other respects — on the subject of Fair Trade, we stand united.

How could it be otherwise? Those who were in business prior to Fair Trade remember the cruel and ruthless cut-rating days. They remember the dog-eat-dog tactics of predatory price-cutting that ended in economic ruin for those unfortunates who tried, or were forced to compete with the price-cutters. Those who didn't try to meet the price or undersell, suffered from slow but sure business malnutrition and starvation. What days! The very thought of remembrance makes one shudder.

It is with these dark memories in mind, you, of the present and of the future, are implored to vigorously support the cause of Fair Trade. Take it from us who know from bitter experience, give-a-ways and gimmicks are mere hallucinations. Nothing takes the place of sound economic principles of doing business. Legitimate profit is the keynote to success and survival in the marketplace, especially in the realm of small business.

The 86th Congress has before it at its present session, two National Fair Trade Bills—H.R. 1253 and S. 1083. They are companion bills—both the same—introduced in the House of Representatives by Congressman Harris, and in the Senate by Senators Humphrey and Proxmire.

At the present time, we are concerned primarily with H.R. 1253. This bill was approved at the last session of Congress by the House Committee on Interstate and Foreign Commerce, of which one of our Maryland Congressmen is a member —Samuel N. Friedel.

H.R. 1253 is being held by the House Rules Committee. It cannot be presented for a vote unless the Rules Committee passes a rule on it, thereby releasing the bill for action on the floor of the House of Representatives. It is generally felt, the bill has an excellent chance if it reaches the floor of the House.

It is true that you have been asked to write your congressmen time and again in the past. Your cooperation has brought the National Fair Trade Bills to this point of partial success. It will take an overwhelming effort from this point in to obtain National Fair Trade legislation. Only National Fair Trade will eliminate the predatory cutthroat price-cutting evil now rampant throughout the country. You are implored to put forth this all-out effort. Write each Maryland Congressman and get others to do likewise.

Unfortunately, Fair Trade is usually identified as applying only to the drug industry. This is due to the fact that other retail interests do not understand Fair Trade and are not as well organized as the drug industry. It behooves us, therefore to do some spade work with our fellow small businessmen — the jeweler, the hardware merchant, the grocer, the gasolene station. In fact, any and all retailers that sell trade-marked commodities and have a desire to stay in business.

Remember — Fair Trade means the survival of Small Business—YOU. It is worth fighting for; keep fighting for it until victory is assured.

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Active Membership	$25.00
Affiliate Membership	$25.00
Associate Membership	$ 5.00

Baltimore Metropolitan Pharmaceutical Association

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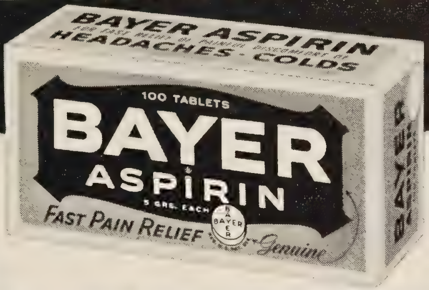
THE No.1 DRUG TURNOVER ITEM*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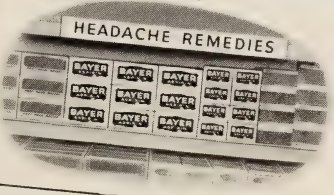
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PRESIDENT'S MESSAGE

Fellow Pharmacists:

In writing this monthly message, there are times when one becomes a little frustrated. I can give you my thoughts and ideas on different problems, but it is like talking to myself; I never get your reactions.

I would appreciate occasionally, getting your views, but I know this would in most instances necessitate a note or letter to me. I realize that this would take more time than we sometimes have to spare in our busy schedule, therefore it would be put-off till some other time.

I do believe that many of us who never attend a Regional Meeting, or the Annual Convention, might be surprised at the number of items discussed and the many views given. I believe these times would be the easiest way that you could help me feel that you are aware of our problems whether you agree with me or not.

Why don't you come and join the discussions? Perhaps you have some better ideas on some of the problems I have mentioned in my messages. i.e. Fair Trade, Medical Care, The Kefauver Investigation, etc. I, as your president, would like very much to see you, and I know your Association would benefit from some of your ideas and experience.

Plan to take off a day for pleasure as well as business. The next Regional Meeting is to be held at The Tidewater Inn, Easton, Maryland on April 21st. If you attend, I feel you will enjoy the day enough that you may start planning for a week away from business to join us at the Annual Convention in Atlantic City, June 27th thru 30th, 1960.

Convention headquarters will be the famous Shelburne Hotel Atlantic City, which is known for its facilities and meals. Come to agree with my thoughts, or fuss with me if you will, but let me and the other directors of your Association know how you feel.

In closing, let me remind you our Nominating Committee is a Standing Committee and will welcome suggestions from all of you for your future leaders. The Nominating Committee will probably have its last meeting in Baltimore before the first week in June. Be sure to get your suggestions to Frank Block, who is the Chairman, before that time. See you April 21st?????

Sincerely,

GORDON A. MOUAT
President

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*C. D. Marshall-Day, D.M.D., Ph.D.; Russel G. Stephens, D.D.S.; and Laurence F. Quigley, Jr., B.S., D.M.D., in "Periodontal Disease Prevalence and Incidence," The Journal of Periodontology, July 26, 1955.

†Statement by major clinician after 14-month test.

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Suggested retail price $1.50
Your cost 90
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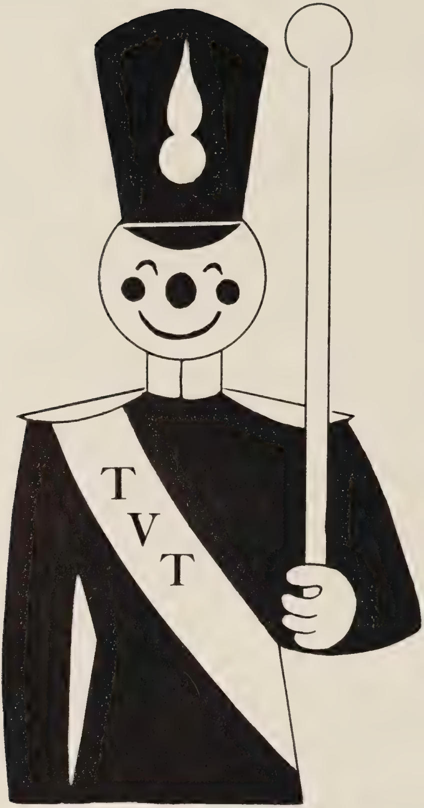

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School of Pharmacy, University of Maryland, News

U of M SCHOLARSHIPS

American Foundation for Pharmaceutical Education 1959-60 undergraduate Scholarships have been awarded at the University of Maryland to: M. David Richman and Martin Shargel.

AFPE has awarded over 1800 of these undergraduate Scholarships at 71 pharmacy colleges. Most recipients of these Foundation grants are now practicing pharmacists serving the profession in every state.

AFPE has also provided 436 graduate Fellowships with 71 outstanding Ph.D. candidates currently holding Foundation grants.

Foundation Fellows now studying at the University of Maryland are: Conrad Peter Dorn, Jr. and Murray Charles Spear.

The American Foundation for Pharmaceutical Education has been supported since 1942 by the leading companies of the manufacturing, drug, pharmaceutical, proprietary, chemical, surgical dressing, prescription accessory, container and related industries, the wholesale drug trade; chain drug stores; individuals; the pharmaceutical press, advertising and associated industries; and the producers of commodities usually supplied through pharmacies.

UNIVERSITY OF MARYLAND SCHOOL OF PHARMACY RECEIVES $52,000.00 GRANT

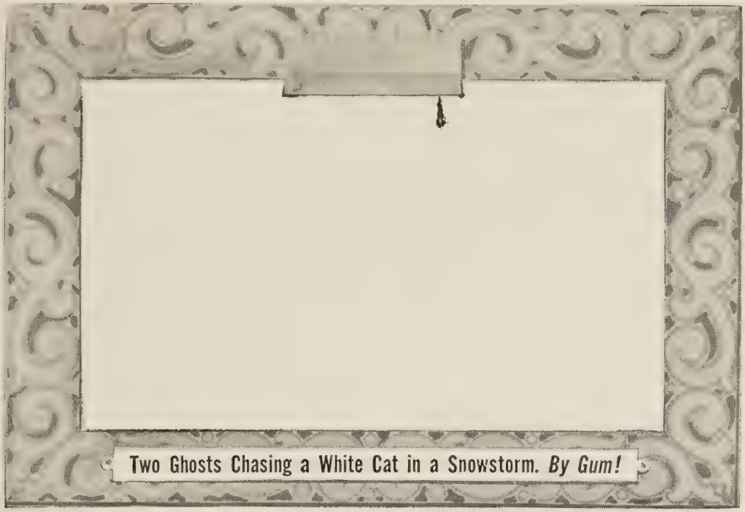
The Cancer Institute, National Institutes of Health, U.S. Public Health Service recently awarded a $52,000.00 grant to the School of Pharmacy, University of Maryland to support a steroid research program for the next two years. The Cancer Institute had given the school $14,000.00 in support last year. The research is directed by Dr. Norman J. Doorenbos, Associate Professor, Pharmaceutical Chemistry. The research program has as its principal objective the design in synthesis of heterocyclic steroids which would be steroid hormone competitive antagonists or have other properties which would render them useful of some types of cancer. This research program is also supported by grants from Smith, Kline & French Laboratories and Sterling Winthrop Research Institute. Dr. Doorenbos is assisted in this program by six gradaute students, three post-doctoral fellows and one research chemist.

SUBSTITUTION SEMINAR AT SCHOOL OF PHARMACY

A seminar entitled, "Substitution and Generic Equivalents", was held recently at the University of Maryland School of Pharmacy.

Nathan I. Gruz, Baltimore pharmacist, presented the viewpoint of the retail pharmacist, and Robert E. Lawson, Director of Pharmacy Services of the University Hospital of the University of Maryland, presented the approach of the hospital pharmacist.

Mr. Gruz discussed both the legal and ethical aspects of the problem and classified substitution into two types: the dispensing of a differing chemical entity and the dispensing of a generic equivalent. He stressed the fact there is no agency existing at the present time to evaluate the claims of manufacturers of generic equivalents as to how their products measure up to claimed pharmaceutical and therapeutic standards. Pharmacists in both hospital and retail practice require more facts as to how well the products of various manufacturers qualitatively and quantitatively coincide with the standards they claim. Information must be made available to pharmacists in order to intelligently and conscientiously perform the functions of pharmaceutical consultant to physicians, hospital administrators and executives



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Making your ice cream department pay off is easy! Just stock Sealtest — the most advertised, fastest-selling ice cream in America! Sealtest is a one-man show of special flavors that keeps your customers checking to see what's new and different. And *every* special flavor is introduced with effective advertising at point-of-sale and in national and local media. You don't have to be a genius to make customers happier with Sealtest. But most geniuses *do!* Get the picture? Call your local Sealtest Foods plant for details.

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SPECIAL FLAVOR

**Hawaiian
Pineapple Orange**

AT YOUR
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FOR CARRY-OUT
CUSTOMERS

of public medical care programs, he said.

Mr. Lawson emphasized that at the University Hospital economy in drug buying is not the only criterion in the use of generic equivalents. He pointed out that the use of generic nomenclature is a better indication of pharmacologic action than brand names. Sometimes a physician may prescribe two drugs or drug mixtures by their brand names and yet not realize that both compounds contain the same or a closely related potent agent.

Mr. Gruz and Mr. Lawson concluded with a general discussion in answer to student questions.

ALUMNI ASSOCIATION OF THE SCHOOL OF PHARMACY, UNIVERSITY OF MARYLAND

ALUMNI VALENTINE DANCE

The annual entertainment and Valentine Dance of the Alumni Association of the School of Pharmacy of the University of Maryland afforded an enjoyable evening for more than four hundred persons who attended the affair in the ballroom of the Emerson Hotel, Baltimore, on Thursday evening, February 11, 1960.

Those in attendance included students and their ladies or escorts, faculty members, graduate students, invited guests and members of the Alumni Association and their wives. Dr. and Mrs. William S. Apple, Executive Secretary of the American Pharmaceutical Association; Dr. and Mrs. Noel E. Foss, Dean of the School of Pharmacy, University of Maryland; Mr. and Mrs. D. W. Bien, President of the Alumni Club of Baltimore of the University of Maryland; Dr. and Mrs. H. A. B. Dunning; Mr. and Mrs. Joseph Cohen, Secretary, Maryland Pharm. Assn., David L. Brigham, Director of Alumni Relations of the University of Maryland; Miss B. Olive Cole and Mrs. Andrew G. DuMez were special guests on that evening.

Mr. Irving Cohen, Vice-President and General Chairman of the committees welcomed the group in attendance. President Victor H. Morgenroth, Jr. expressed his appreciation of the large number in attendance and the work of the different committees. Dr. Apple brought greetings from the American Pharmaceutical Association, and Dean Noel E. Foss spoke for the faculty of the School of Pharmacy.

An unusual entertainment was presented by Mr. Nagindas K. Patel, with Indian drums, an Instructor in Pharmacy in the School of Pharmacy, and Mrs. Shakintala Vyas, soloist, Secretary to the Educational Attache, Embassy of India, in Washington, D.C. Mr. Pramod Vyas, husband of Mrs. Vyas, announced and explained the numbers rendered by Mrs. Vyas and Mr. Patel.

The Sappfield Girls — Mrs. Nancy Sappe and Carolyn Warfield, students at the School of Pharmacy, presented a humorous skit. The orchestra of Stan Bridges provided music for the dance.

The Souvenir program was of special interest, as it represented not only many hours of work of the members of the Program Committee, but also several thousand dollars for carrying on the work of the Association, this money including donations from manufacturers, wholesalers, retailers, associated organizations, patrons, members of the Alumni and their friends. A portion of the money will be used for student aid and scholarships for first-year students in the School of Pharmacy, including tuition, books, etc., for a year.

James P. Cragg, Jr. and Milton A. Friedman, were chairman and co-chairman of the Program Committee. Alexander Mayer and Solomon Wiener were chairman and co-chairman of the Ticket Committee and secured a large and appreciative audience. Robert J. Kokoski was chairman of the Entertainment Committee. Samuel A. Goldstein was chairman of Place and Arrangements Committee and supervised the serving of ice cream and cake through the courtesy of the Meadowgold Ice Cream Company.

Prizes provided by the H. B. Gilpin

Company, S. F. Whitman and Sons, I. & L. Company and the Owens Illinois Glass Company were distributed to those holding the lucky numbers. Mr. Albert Heydemann of the Gilt Edge Photo Service, Inc., provided photographs of the party.

This enjoyable affair has the cooperation of the selected committees, the members of the Association and also of many allied groups associated with pharmacy, with Dr. Frank J. Slama, Executive Secretary of the Association as a watchful coordinator.

The annual business meeting of the Association is scheduled for May 15, 1960 in the Kelly Memorial Building, and the annual banquet honoring the graduating class and a number of class reunions, for June 2, 1960.

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PERSONAL PRODUCTS STOPS SAVE-MOR

Save-Mor Drugs, Bethesda, Inc., of Bethesda, Md., has been prohibited by the Federal Court in Maryland from violating fair trade prices of Personal Products Corporation in selling this company's products in that state. The Save-Mor Drugs organization is a leading drug discounter in the metropolitan Washington area.

The permanent injunction was granted by Judge R. Dorsey Watkins of the Federal District Court for the District of Maryland.

REVLON ENFORCES FAIR TRADE

Justice R. Dorsey Watkins in the United States District Court, Maryland District at Baltimore, signed an order which was filed today (Feb. 2) adjudging Save-Mor Drugs Bethesda, Inc. of Bethesda, Md. in contempt and awarded Revlon, Inc. $600 for Save-Mor's violation of a preliminary injunction which restrained the defendant from selling Revlon products below established fair trade prices. Justice Watkins warned the defendant that continued violations may make Save-Mor liable to criminal contempt proceedings.

Justice Watkins issued the preliminary injunction against Save-Mor on Dec. 15, 1959 in an action brought by Revlon. The defendant was charged with selling Revlon products below established prices in violation of Revlon's fair trade contracts in the state of Maryland. Subsequent to the issuance of the restraint order, it was found, Save-Mor continued to advertise and sell Revlon products below the established fair trade prices and Revlon moved before The U.S. District Court to have the defendant adjudged in contempt. Needle & Melnicove represented Revlon.

* * *

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Address Of All:
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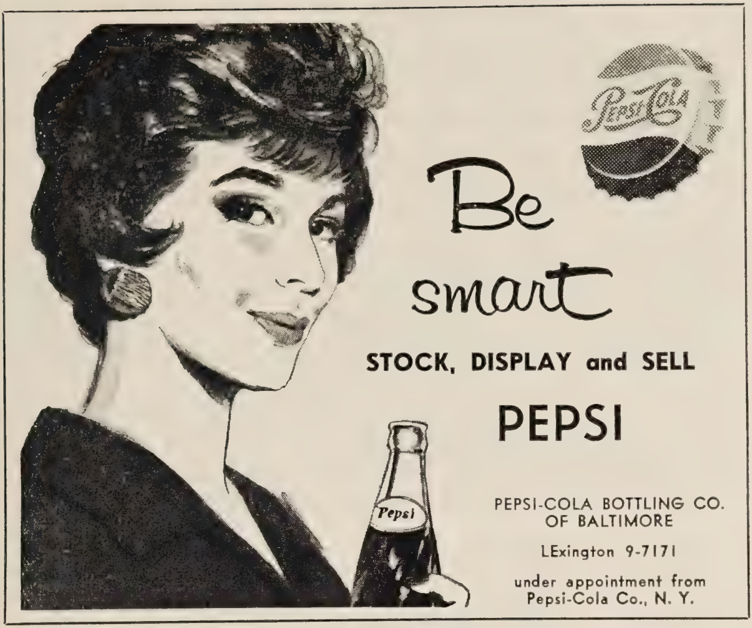
* * *



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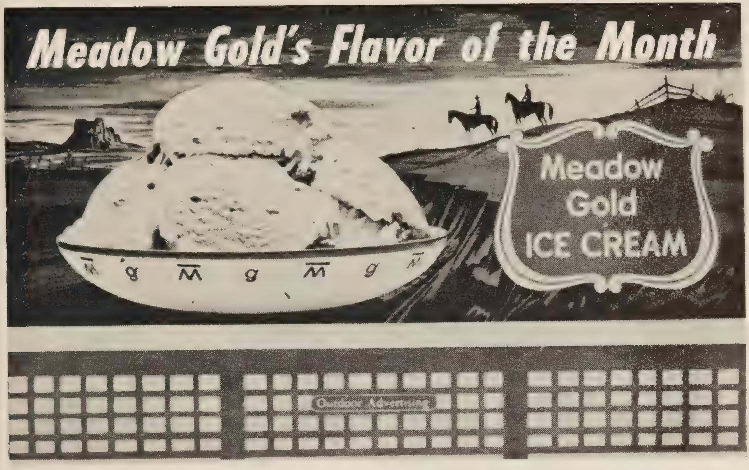
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Volume 18 FEBRUARY, 1960 No. 6

ANNUAL OYSTER ROAST

Saturday, February 6, 1960, at the Pimlico Hotel, was the occasion of the annual Oyster Roast for all of T.A.M.P.A. and their associates.

Approximately 100 strong satisfied their appetites with the products of the "Land of Pleasant Living". The menu contained all of the legal requirements in both the liquid and solid state of the delicacies that are normally required for a successful afair of this kind. The "intelligentsia" of the group matched wits through the medium of "F.C.S." (five card stud).

Everyone seemed to enjoy himself immensely in the pleasant atmosphere of "Nates & Leons" Pimlico Hotel.

IN MEMORIUM

Walter W. Vogel

Walter W. Vogel, long-time T.A.M.P.A. member, died on January 28.

A native of Baltimore, he graduated in 1906 from Baltimore City College. While attending this institution and the University of Maryland School of Pharmacy, Mr. Vogel was active in athletics and was a sport enthusiast up to the time of his death.

After graduating as a Pharmacist, he opened his own drug store on E. Fayette St. He sold his store in 1929 and later became associated with the Standard Pharmaceutical Co., and still later, with The Henry B. Gilpin Company, before associating himself with the Calvert Drug Co. in 1939.

Mr. Vogel was a member of the Baltimore Veteran Druggists, B.M.P.A., and the Wedgewood Club, along with membership in T.A.M.P.A. He was well known throughout the state and the drug field and was active up to the time of his death. Also, he was a thirty second degree Mason and a Shriner, holding membership in the Blue Lodge of the Masonic Order.

We will all miss Walter very much.

Plummer A. Ijams

Plummer A. Ijams, recently deceased, spent most of his active career as a pharmaceutical representative with Parke-Davis & Co.

Mr. Ijams has long been associated with T.A.M.P.A. and was also a member of the Wedgewood Club. He too, was well known throughout the city and state and the drug field.

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. CONTRIBUTIONS .

COMPOUNDING AIDS OF INTEREST TO THE HOSPITAL PHARMACIST *

By B. F. Allen**

(Continued from January Issue)

Sodium lauryl sulfate, U.S.P., sometimes abbreviated as S.L.S., and generally classified as a detergent or emulsifier has been used for many years in popular household products such as Irium toothpaste, Drene shampoo, Teel dentrifice, and the dishwashing compounds known as Dreft and Vel.

This substance is generally available as a white powder. One gram dissolves in 10 ml. of water forming an opalescent solution. The latter is usually neutral in reaction.

In some types of production, powdered sodium lauryl sulfate may cause a difficult dusting problem. When large quantities of this material are dumped into a solution or process, the dispersed dust particles may seriously interfere with operations, by causing sneezing and other dust hazards. In order to overcome some of these problems, it is also commercially available in the form of needles, pastes, and viscous liquids.

Formerly, this chemical was a constituent in Hydrophilic Ointment U.S.P. However, it has been removed from the current formula since it was claimed that allergic conditions are caused by it.

A variety of pharmaceutical products has contained sodium lauryl sulfate as an ingredient. These have included suppositories, creams, ointments, lotions, tablets, capsules, suspensions, and powder formulations.

Sodium lauryl sulfate was originally prescribed in the treatment of peptic ulcer. However, it has been stated that this use has largely been abandoned because of some deleterious effects. In fact, the present Pharmacopeia states that sodium lauryl sulfate conforming to the standards of the monograph is intended for external use only.

The following formulation is commercially available under a trade name as a barium deflocculator. Each level teaspoon contains:

Methocel[c]	20 grains
Aluminum hydroxide	2 grains
Sodium lauryl sulfate	0.22 grains

It is used with barium sulfate in X-ray investigation of the g-i tract.

It is stated that sodium lauryl sulfate is compatible with soaps and alkalies, dilute acids, and calcium and magnesium ions. However, it reacts with cationic surface-active agents to cause precipitation and loss of value.

In pharmacy various thickening, binding, emulsifying, and dispersing agents have been used in suspending insoluble oxides, carbonates and hydrates.

The chemical industry has extended a great deal of time and effort in the development of special oxides and hydroxides of magnesium, as well as those of aluminum. These specially developed products are of extremely fine particle size, low density, and react quickly and completely with water to form a "milk" having excellent suspension and notable smoothness of texture and taste.

The quality of an aqueous suspension of insoluble substances such as aluminum and magnesium hydroxide powders as well as magnesium oxide should be improved by the addition of small amounts of sodium lauryl sulfate. The following formula was compounded and appears to have a better physical appearance than simply a mixture of the active ingredient with water.

---

*Abstracted in part from a talk presented to the Pharmacy Section of the Maryland-District of Columbia-Delaware Hospital Association, 19th annual conference.

**Associate Professor of Pharmacy, University of Maryland

[c] Brand of methylcellulose

Formula No. 6

Magnesium oxide, light	50. Gm.
Sodium lauryl sulfate	4. Gm.
Distilled water, a sufficient quantity,	
To make	1000. ml.

A batch of magnesium oxide and water was prepared as above without the addition of sodium lauryl sulfate.

Also, a sedimentation test was conducted as described in the previous experiments. This test was started 24 hours after manufacture to permit complete hydration and gelation of the oxide.

The amount of magnesium oxide in this formulation per 5 ml. corresponds to the recommended U.S.P. dose. The quantity of sodium lauryl sulfate is one of the smallest amounts used in a commercial internal preparation, and it also produced some foaming which is somewhat objectionable.

It should be noted that a high-speed mixer is greatly advantageous for increasing the dispersion of insoluble material. With this type of machine, satisfactory magmas can be prepared from magnesium oxide and water. The viscosity of the finished product depends not only on the type of oxide used, but also upon factors such as temperature of the water, quantity of the water, and the time allotted to mixing. Also, homogenizers and colloid mills of various types can be used to improve these dispersions.

The chief purpose of this simple experiment was to determine the effect, if any, of the wetting agent (sodium lauryl sulfate) for increasing the dispersion of the insoluble material, magnesium oxide, in water. Also, it was believed to be of some interest as to whether this substance would have "anticaking" properties. Many oxides in suspension formulations have a tendency to form hard cement-like deposits on the bottom of containers.

Veegum[d] is a complex magnesium aluminum silicate that functions as a hydrophilic colloid and acts as an emulsion stabilizer and suspending agent.

It is refined from a naturally occurring mineral base and is supplied in the form of odorless, tasteless, non-toxic, soft white fluffy flakes.

The flakes are easily dispersed in cold water without soaking. These dispersions remain stable without preservatives and are slightly alkaline.

In pharmaceuticals, this substance adds cosmetics elegance to medicated creams, ointments, lotions and powders of all types. It is used as a binder and disintegrator in tablets. Also, it is reported as being used in antacids, cough syrups, vitamin preparations and a variety of internal products.

Veegum-water dispersions will suspend aluminum hydroxide and a wide variety of similar powdered materials. When a material is extremely difficult to keep in suspension and tends to settle out into a hard-packed cake, Veegum is especially useful, and the resultant product can be very easily redispered. It is often used with organic gums to improve suspension and to impart this property of easy redispersion.

Small amounts of Veegum, less than one per cent, will stabilize emulsions containing anionic or nonionic emulsifiers with a variety of oils and fats.

Recently, a combination of Veegum (0.5-1.2 per cent), sorbitol (0-45 per cent), sugar (35-70 per cent) and distilled water (30-65 per cent) was investigated as a vehicle to replace simple syrup in oral preparations. In the latter, insoluble medically active components frequently settle out as a hard cake which is difficult to redisperse. The vehicle containing Veegum considerably improved the suspension[e] and prevented the formation of a hard packed cake.

Also, the following formulation for

---

[d] Manufactured by R. T. Vanderbilt Co., New York 17, N.Y.

[e] A 9 percent concentration of salicylamide was used.

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an internal analgesic suspension has been recommended:

Zinc phenol sulphonate	0.4
Phenyl salicylate	1.0
Bismuth subsalicylate (or subcarbonate)	3.0
Alcohol	4.0
Veegum	2.5
Water	89.1

The following prescription was recently submitted to a national journal for suggestions on how to make a good product.

Ol. sandalwood	20 minims
Peppermint water	4 fl. dr.
Pot. acetate	40 grains
Liq. Potass (5 percent KOH soln.)	30 minims
Chloroform spt.	1.5 fl. dr.
Aloes tr.	30 minims
Codeine	1.5 grains
Tragacanth mucilage, q. s.	
Ess Caroid, ad	3 fl. oz.

It is interesting to note that the answer included a suggestion that the suspending action of the mucilage of tragacanth be augmented by the addition of one per cent of a clay type suspending agent such as Veegum.

The following formula was prepared in order to obtain a comparison with the previous combination of sodium lauryl sulfate, magnesium oxide and water.

Formula No. 7

Magnesium oxide, light	50. Gm.
Veegum	4. Gm.
Distilled water, a sufficient quantity, to make	1000. ml.

The same procedure, etc., was followed in the manufacture as for Formula No. 6. The above preparation after standing for a 24 hour period became very thick. However, it was very easily re-suspended on agitation while the corresponding mixture of magnesium oxide and water formed a hard-packed cake with a large amount of clear, supernatant liquid.

In addition to the aforementioned dispensing aids, there are numerous other suspending, dispersing, emulsifying, and surface-active agents available and very highly recommended, as well as widely used in pharmaceuticals and allied fields. However, only a very limited number of the surface-active type are found in commercial oral preparations.

A great deal of caution should be exercised in the use of these substances. As an example, it has been reported that capsules containing dispersed forms of cardiac glycosides in a "surface-active agent" had superior absorption rates in cats. It was then stated that the maintenance dose of digoxin in the "surface-active agent" in capsules would be estimated to be one-fifth of the present dose of 0.5 mg. for tablets, if absorption in humans is similar to that in cats.

Some of these "surface-active agents" are being widely advocated for use as solubilizing agents in the manufacture of solutions, elixirs, syrups, injectables, etc., containing ingredients such as antibiotics, sulfa drugs, and barbiturates.

Many pharmacists have used these agents as dispensing aids to produce clear preparations of prescriptions containing belladonna, hyoscyamus, digitalis, and opium tinctures in aqueous combinations.

The following prescriptions illustrate the aforementioned statement.

℞	Hyosc. Tr.	fl. oz. i
	Peppermint Water, q. s.	fl. oz. iv
	Surface-active agent	drops xv
	Result: Clear solution	

℞	Paregoric	fl. oz. ii
	Peppermint Water, q. s.	fl. oz. iv
	Surface-active agent,	drops 45
	Result: Clear solution	

Indiscriminate use of "surface-active agents" in prescription practice should not be resorted to unless the prescriber is consulted, or some limited clinical tests conducted in order to determine if there has been any potentiation of the medicinally active ingredients.

The prevention or minimizing of separation and sedimentation is a very important problem of pharmaceutical emulsions and suspensions. The choice of a suitable emulsifying or suspending agent is one of the most important single factors.

The method of preparation of the finished product may influence its acceptability and stability. A small quantity prepared in a mortar may be satisfactory. An unsatisfactory product manufactured in this way often can be greatly improved by passage through a hand homogenizer and may then become an excellent product. Larger quantities may be passed through homogenizers or colloid mills to ensure thorough mixing and to improve the quality of the product. The final consideration in the preparation of a satisfactory product is pharmaceutical elegance and consumer appeal.

In conclusion, emulsion and suspension dosage forms will continue to be very important and by following basic rules of formulation the majority of the compounding and stability problems can be prevented. Also, elegant products of this type will thus provide the pharmacists with an opportunity to utilize his professional training and skill in compounding.

This could lead to improvement of stock preparations and many other unsightly looking simple combinations which are commonly being utilized in many of the hospital pharmacies. Also, generally when the physical appearance improves, the palatability does likewise insofar as patient acceptance is concerned.

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-: NEWS ITEMS :-

NOMINATING COMMITTEE

The Nominating Committee of the Maryland Pharmaceutical Association is asking for names to be considered as Officers and members of the Executive Committee.

For your information, we are reprinting Article IV of the Constitution, Titled:

> OFFICERS AND EXECUTIVE COMMITTEE:
>
> The Officers of this Association shall consist of a President, four Vice-Presidents, an Executive Secretary, a Treasurer, and an Executive Committee composed of representatives of five districts, and Baltimore City, comprising the State of Maryland. Originally, each district shall have representation based on two members on the Executive Committee for each of the five districts and three members for Baltimore City, regardless of store population. After adoption of this Constitution, any of the five districts and Baltimore City, shall be entitled to one extra member on the Executive Committee on the basis of one member for every twenty-five dues paid members in the district or Baltimore City. Representation shall not exceed five members to the Executive Committee from any one district or Baltimore City.
>
> District 1: Eastern Shore. To include the following counties: Caroline, Cecil, Dorchester, Kent, Queen Annes, Somerset, Talbot, Wicomico and Worcester.
>
> District 2: Central. To include the following counties: Anne Arundel, Baltimore, Harford and Howard.
>
> District 3: Southern. To include the following counties: Calvert, Charles, Montgomery, Prince Georges and St. Mary's.

District 4: Northern. To include the following counties: Carroll, Frederick and Washington.

District 5: Western. To include the following counties: Allegany and Garrett.

District 6: Baltimore City. To include the corporate city limits.

All officers of this Association except the Executive Secretary shall be elected annually by ballot, and shall hold office until their successors are elected and have qualified. The Executive Secretary shall be appointed by the Executive Committee, to serve and act during the term of said Executive Committee.

Ex-Officio members may be elected annually by ballot, to the Executive Committee because of the office they hold. Ex-Officio members to the Executive Committee shall not vote.

The President of the Association shall become a member of the Executive Committee for the year immediately following his term as president, and he shall serve as chairman of the Executive Committee during this period.

ORIGINAL CERUMENEX DROPS NOW AVAILABLE ON PRESCRIPTION BASIS

Cerumenex Drops, an earwax remover, has been authorized for immediate sale as a prescription specialty.

The Cerumenex Drops now being offered for marketing contain the original formula and only the package has been relabeled in keeping with the prescription legend. This resolves the problem which led to its temporary removal from sale in December, 1959.

DO YOU BELONG?

JOIN THE MPA NOW!

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BALTIMORE METROPOLITAN PHARMACEUTICAL ASSOCIATION

Lord Baltimore Hotel

Sunday, March 20, 1960 – 6:30 P.M. 'til?

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PRESIDENT'S MESSAGE
BALTIMORE METROPOLITAN PHARMACEUTICAL ASSOCIATION

Dear Fellow Pharmacists:

By the time you read this message, the Baltimore Metropolitan Pharmaceutical Association will have had two informative and educational meetings.

The February 18th meeting featured an American Cancer Society presentation, "The Other City". The speaker of the evening was Dr. Arthur G. Siwinski, Assistant Professor of Surgery, University of Maryland Medical School. Dr. Siwinski gave an excellent talk on cancer which provoked many questions from the floor.

The March 10th meeting was a presentation of Glenbrook Laboratory's "Operation Bootstrap". This meeting sponsored by the Calvert Drug Company, the Henry B. Gilpin Company, Lowey Drug Company and Muth Brothers and Company, was an outstanding success. In a factual and down-to-earth way, this presentation showed the retail pharmacist what his position was in the distribution of every day drug needs and how his position was and can be improved.

I have reviewed these two meetings for you, because I want you to know your Association has your best interests at heart at all times. Future meetings shall be equally good—well planned and executed. Every meeting merits your attendance. You are urged to attend them. Your interest encourages the officers of the Association and those responsible for planning the meetings.

In the short time I have been president of the Baltimore Metropolitan Pharmaceutical Association, I have been impressed with the efficiency of the office force of the Association. We should all be grateful for the efficient manner details are being handled. I wish to take this opportunity to express my personal appreciation.

In closing this message, I want to invite each and everyone of you to attend the 44th Annual Banquet and Dance of the Baltimore Metropolitan Pharmaceutical Association, to be held at the Lord Baltimore Hotel, Sunday, March 20th. I am looking forward to greeting you.

Sincerely,

GREGORY W. A. LEYKO
President

KERID BACK IN THE MARKET

Kerid Drops, an earwax remover, has been authorized for immediate sale on a non-prescription basis.

The new Kerid Drops now being offered for marketing, have been reformulated and re-packaged and resolves the problem which led to its temporary removal from sale last year.

S.K.F.'s answer to the frequent claims that "all vitamin preparations are alike"

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Spring Regional Meeting

MARYLAND PHARMACEUTICAL ASSOCIATION

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Spend An Enjoyable Day
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That Luscious, Emerald Green Flavor favorite . . . with old-fashioned goodness. Watch the kids go for this colorful treat.

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ICE CREAM

Pistachio in pints . . .

Pistachio and Vanilla in half-gallons

Always good taste . . . always a complete selection of quality flavors and a wide variety of novelties, decorated slices and ice cream molds for special occasions.

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Quality tobacco, competitive prices and smoker preference by a generation of Marylanders make these famous brands belong on display in your cigar department.

Uncle Willie Cigars ● **Monument Square Cigars** ● **Monument Square Filter Cigars**

For a new experience with quick moving, fresher and preferred cigars . . . in boxes and five packs, call today.

THE SCHAFER - PFAFF CIGAR COMPANY

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1959 NATIONAL PHARMACY WEEK DISPLAY CONTEST WINNERS

One of the highlights of the annual observance of National Pharmacy Week is the display contest which is divided into four areas of competition—retail pharmacy, public exhibits, pharmacy colleges and hospitals and clinics.

Top winners of the 1959 Display Contest, announced by J. Warren Lansdowne, Chairman of the American Pharmaceutical Association Committee on Public Relations include H. Nelson Warfield, Read Drug & Chemical Co. of Baltimore, Maryland, first prize in the Retail Pharmacy competition; Brooklyn College of Pharmacy, Long Island University, Brooklyn, New York, first prize in the Pharmacy College competition; Alabama Pharmaceutical Association, Birmingham, Alabama, first prize in Public Exhibits; and Sister M. Marysia, O.S.F. of St. Francis Hospital, Litchfield, Illinois, first prize in the Hospitals and Clinics competition.

In the Retail Pharmacy competition, a single entry from each state, chosen by the respective state pharmaceutical association, was accepted in the national award competition. Entries for the Public Exhibit, College, and Hospital and Clinic competitions were submitted directly to the APhA. All entries in the national contest were judged by the Committee on Public Relations, which met in Washington, D.C., on January 15, 1960. The Committee consists of J. Warren Lansdowne, Chairman, William S. Apple, George F. Archambault, John T. Fay, John A. Lynch, and Arthur N. Sorenson.

All national winners will receive their awards at the annual APhA meeting in Washington, D.C., the week of August 14, and arrangements will be made by the state pharmaceutical associations for the presentation of the APhA certificates to the state winners.

The complete list of the winners of the 1959 National Pharmacy Week Display Contest, as announced by the Committee, is as follows:

Retail Pharmacy Awards

The First Prize of $200 and a plaque is awarded to H. Nelson Warfield, Read Drug & Chemical Co., Baltimore, Maryland.

The Second Prize of $100 and a plaque is awarded to Andrew G. Sanders, Sanders Drug Co., Albert Lea, Minnesota.

The Third Prize of $50 and a plaque is awarded to John Maciel, Friendly Pharmacy, Inc., 22 Pontiac Avenue, Providence, Rhode Island.

The following will receive certificates of merit for displays in the retail pharmacy competition:

Fourth Place: Harold L. Parmelee, Jr., 28 E. Main Street, Maple Shade, New Jersey; Fifth Place: Wayne Smith, Five Points Apothecary, Birmingham, Alabama; and Sixth Place: J. M. Goldman, Howell House Pharmacy, 710 Peachtree Street, N.E., Atlanta, Georgia.

Pharmacy College Awards

The First Prize, consisting of a plaque, is awarded to the Brooklyn College of Pharmacy, Long Island University, Brooklyn, New York.

The Second Prize, consisting of a certificate of merit, is awarded to the Philadelphia College of Pharmacy and Science, Philadelphia, Pennsylvania.

The Third Prize, consisting of a certificate of merit, is awarded to Butler University, Student APhA Branch, Indianapolis, Indiana.

Public Exhibit Awards

The First Prize, consisting of a plaque, is awarded to the Alabama Pharmaceutical Association, Birmingham, Alabama.

The Second Prize, consisting of a certificate of merit is awarded to Wayne State University College of Pharmacy, Detroit, Michigan.

The Third Prize, consisting of a certificate of merit, is awarded to Fresno-

Likes her coffee sweet . . . and her calories low

That's why she carries the 100-tablet bottle of Sucaryl with her when she travels. Just the idea that she's got her Sucaryl along—can have her coffee as sweet as she wants, whenever she wants, without being penalized by calories—helps make dieting lots easier. The point: Sucaryl, more and more, is becoming an important part of the daily pattern of living in (and *outside*) the home.

Abbott

Sucaryl®

NON-CALORIC SWEETENER, ABBOTT

906110

Madera County APhA Branch, Fresno, California.

Hospitals and Clinics Awards

The First Prize, consisting of a plaque, is awarded to Sister M. Marysia, O.S.F., St. Francis Hospital, Litchfield, Illinois.

The Second Prize, consisting of a certificate of merit, is awarded to Benjamin Kaufman, Chief Pharmacist, Beth Israel Hospital, New York, New York.

PHARMACY CHANGES

The following are changes in drug stores for January:

New Stores

Westwood Drug Company, Inc., Drug Fair #37, 5350 Westbard Ave., Bethesda, Maryland—Milton L. Elsberg, Pres.

Suitland Drug Fair, Inc., Drug Fair #41, 4601 Silver Hill Road, Suitland, Maryland—Milton L. Elsberg, Pres.

Wabash Pharmacy, Inc., Emanuel Richman, Pres., 3741 Wabash Ave., Baltimore 15, Maryland

Peoples Service Drug Stores, Inc., #172, Wheaton Plaza Shopping Center, Wheaton, Maryland—R.D. Gibbs, Secretary

Changed to Corporation

Rudie's Pharmacy, Inc., Wm. Louis Pearlman, Pres., 3107-90-11 W. North Avenue, Baltimore 16, Maryland

Clayman's Pharmacy, Inc., 444 E. North Ave., Leonard H. Kramer, Pres.

Change of Ownership

Charles E. Pang, Maseth Pharmacy, 4300 York Road, Baltimore 12, Md., formerly, Earl G. & William E. Maseth.

Closed

Louis Leibowitz, 900 Pennsylvania Avenue, Baltimore 1, Maryland, National Drug Store

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A.Ph.A.'s ANSWER TO LIFE MAGAZINE
WESTERN UNION TELEGRAM

NP WSAO72 PD=WASHINGTON, D. C., FEB. 11 546PM
HENRY R. LUCE=
EDITOR IN CHIEF LIFE MAGAZINE
9 ROCKFELLER PLAZA, NEW YORK, N. Y.

AS REPRESENTATIVES OF PROFESSIONAL PHARMACY, WE PROTEST INACCURACIES IN FEBRUARY 15TH "BIG PILL TO SWALLOW" ARTICLE WHICH IS MARRED BY EMOTIONAL SENSATIONALISM.

FIRST: MAIL ORDER PRESCRIPTION SCHEMES SUCH AS YOU HAVE COMMENDED HAVE ALREADY BEEN DECLARED ILLEGAL IN VARIOUS STATES BECAUSE OF INHERENT DANGER TO PUBLIC HEALTH AND PATIENT SAFETY.

SECOND: YOUR ARTICLE SUPPORTS FALSE THESIS THAT ALL DOSAGE FORM MEDICINES CONTAINING THE SAME CHEMICALLY ACTIVE INGREDIENTS ARE THEREPUTIC EQUIVALENTS. DRUGS OF A SINGLE GENERIC NAME ARE NOT NECESSARILY THE SAME.

THIRD: THE CONTRIVED ART DISTORTS PICTURE OF PROFESSIONAL PHARMACEUTICAL SERVICES IN RELATION TO RETURNS REALIZED, ESPECIALLY BY THE RETAIL PHARMACIST.

FOURTH: FALSE IMPRESSION IS GIVEN THAT ANY PATIENT MAY OBTAIN PRESCRIPTIONS AT VETERANS ADMINISTRATION HOSPITAL.

WE HOPE THAT LIFE WILL CORRECT THESE SERIOUS ERRORS.

WILLIAM S. APPLE, SECY, AMERICAN PHARMACEUTICAL ASSN.
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The
Burrough Bros.
MANUFACTURING CO.

Quality
Pharmaceuticals
Since 1863

123 MARKET PLACE
BALTIMORE 2, MD

Quick Stop — Quick Profit

When folks "on the go" stop
for a "coke" or a "cup of joe",
you boost the unit sale
with a package of Austin's.
And Austin quality brings 'em
back again . . . brings you
more profits, faster!

Austin's
CHEESE PEANUT BUTTER SANDWICHES
Austin's
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Peanut Butter Sandwiches
Cookies & Snack Varieties

Austin's
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NO ONE

Ever Outgrows the Need for

MILK

GET THE BEST . . . . GET . . . .

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All Pharmacists
Attend The
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At The
M.P.A. Regional Meeting
May 19th, 1960

"Over 55 Years Service To Baltimore Druggists"

Dr. West's Toothbrushes
Davol Rubber Goods
Ace Hard Rubber Combs
Ajax Hard Rubber Combs
Devilbiss Atomizers
Camp Stationery
Lacross Manicure Implements
Millers Forge Manicure Implements
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Gillette, Gem, Razors and Blades
Schick Blades and Razors
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Kotex, Kleenex, Modess, Yes
Tampax
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Miller Drug Sundry Co.
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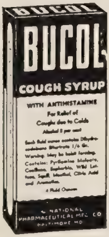
The BUCOL Twins Are Now A Trio!


BUCOL
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COUGH SYRUP
WITH ANTIHISTAMINE
NATIONAL PHARMACEUTICAL MFG. CO.
BALTIMORE MD

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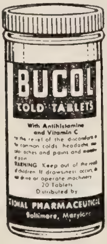
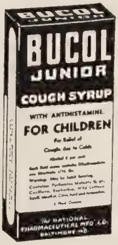

BUCOL
COLD TABLETS
With Antihistamine and Vitamin C
20 Tablets
NATIONAL PHARMACEUTICAL
Baltimore, Maryland

FTM $ .89


BUCOL
BUCOL
JUNIOR
COUGH SYRUP
WITH ANTIHISTAMINE
FOR CHILDREN
THE NATIONAL PHARMACEUTICAL MFG. CO.
BALTIMORE MD

FTM $ .69

WE HAVE ADDED BUCOL COLD TABLETS
WITH ANTIHISTAMINE
TO THE BEST COUGH SYRUP TWINS
ON THE MARKET!

THE NATIONAL PHARMACEUTICAL MFG. CO.
BALTIMORE 2, MARYLAND

LARGEST APhA GATHERING EXPECTED AT 1960 CONVENTION

One of the largest gatherings in APhA history is expected to attend the 107th annual meeting of the American Pharmaceutical Association, which convenes in Washington, D.C., the week of August 14. Held in the Nation's capital for the first time since 1934, the convention meetings will perhaps rank with the most important that pharmacy has ever held.

Co-headquarters for the convention are the Shoreham and Sheraton-Park Hotels, with the former the site for the premier APhA scientific and technical exhibition.

APhA delegates first met in Washington, D.C., more than 100 years ago, which then (1858) had a population of about 140,000. The August session marks the fifth time the convention will meet in the capital of our country, which now boasts a population rapidly approaching the two million figure.

At a January 28 meeting, Thomas A. Foster, chairman of the 1960 local convention committee, named the following appointments to the executive committee: R. David Allen and Kenneth Hanson will represent the City of Washington Branch of APhA and serve as chairman and vice-chairman, respectively, of the reception and hospitality committee. Mrs. W. Paul Briggs will oversee the women's committee.

Representing the District of Columbia Pharmaceutical Association are Eileen Brooks, William H. French, Charles Grubb, F. Royce Franzoni, Morris H. Bortnick and A. J. Obert. The entertainment committee head is Charles Grubb, who at convention time will be president of the D. C. Pharmaceutical Association; Eileen Brooks will serve as vice-chairman.

Chairman of the finance committee will be James E. Allen, president of the Henry B. Gilpin Company. Dr. W. Paul Briggs was previously named honorary chairman of the 1960 local convention committee. Other members of the executive committee include Vernon Trygstad, Charles W. Bliven, Chauncey Cooper and Lt. Colonel Ralph Arnold.

Affiliated and related organizations meetings with the APhA include, the American Colleges of Apothecaries, the American Society of Hospital Pharmacists, the American Institute of the History of Pharmacy, the National Association of Boards of Pharmacy, and the National Conference of State Pharmaceutical Association Secretaries.

The convention program for the APhA scientific and professional meetings, and for those of the affiliated and related organizations, will be published in a forthcoming issue of the *Journa of the American Pharmaceutical Association, Practical Pharmacy Edition.*

SPOTLIGHT PRODUCT OF THE MONTH

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Featured in all BMPA Stores

WITH

Dial 123 *Live* Radio

**PATRONIZE
OUR ADVERTISERS
THEY ARE OUR FRIENDS**

Special Spring Deal!

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the New ICE ROCKET

SNOWBALL MACHINE for only $278.

plus 12 GALLONS OF BLACKMAN'S
PURE FOUNTAIN SYRUP **FREE!**

LOOK AT THESE BIG FEATURES . . .

VERSATILE—Takes any size ice up to 4″ cubes.

COMPACT—Takes less space . . . more room to work . . . serve . . . sell!

SIMPLE— Well designed mechanism means fewer service calls!

ECONOMICAL—Only $278 . . . $75 less than any other leading brand . . . pay just $16.66 a month after small down payment!

EFFICIENT—Eye-catching white plastic and stainless steel for easy cleaning!

Unconditional 2-Year Guarantee

Order before May 1 and get FREE 12 gallons of Blackman's Pure Fountain syrup . . . extra sweet profits on an outstanding buy. Call today!

TAFT, WARREN & TAFT, INC.
122-24 South St, Baltimore 2
PLaza 2-2207

THE COST OF DRUGS

Prescription drug manufacturing is one of the nation's "most competitive industries by any economic measure you care to use, including those applied by the industry's critics," the president of the Pharmaceutical Manufacturers Association said.

Dr. Austin Smith said that "no industry has an edge on drug manufacturing in its competitiveness or in its honest concern for the public welfare." This competition is apparent, he said, by every measure used by professional economists: "On the basis of pricing, on control over share of the market, on the number of units, on the ease of entry, on degree of concentration, or on any other measure."

The competition within the industry, he asserted, has stimulated research and has brought benefits in health to every American citizen. As one result, he said, nine out of every ten lifesaving prescriptions written today couldn't even have been filled in 1939.

Speaking before the Washington, D.C. Metropolitan Commissioned Officers Association Dr. Smith said:

1. "The trend of prices received by drug manufacturers has lagged far behind the rise in the cost of living and in recent years has even declined in the face of strong inflationary forces." He cited the fact that wholesale drug prices "actually decreased 6.6 percent" in the period since 1947-49, at a time when the price of all commodities rose 19.1 percent.

2. "The concentration of productive facilities is far less than in other industries acknowledged to be competitive, I.E. automobiles, steel, food and aluminum." Dr. Smith pointed out that no single drug manufacturer (out of an estimated 2,000 engaged in the business) has as much as 10 percent of the market.

3. "The price for new drugs has declined with the spread of production and consumption."

4. "The drug industry spends more of its income (9 percent) than any

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Has Now Become
CharmCraft
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(ONLY THE NAME HAS CHANGED)

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GOOD LIGHTING

TOILETRIES
SHAMPOOS
Serena

Carville's Pharmacy, 251 West Street, Annapolis, effectively points up the merchandise on its wall shelves with concealed fluorescent lamps. The same source of illumination also lights the signs which identify the types of products on display.

sets the scene for **MORE SALES**

Accent lighting adds to the sales appeal of products you display. It spotlights . . . directs the buyer's eye. It flatters packaging in a way that implies quality of the merchandise and leads to impulse buying—a surefire way of jingling the bell on the cash register.

If you want your showcases to be more appealing to customers—to ring up more sales—we'll be glad to have our lighting engineers make a free survey and submit recommendations for "Lighting to Increase Your Business." No obligation. Call LExington 9-8000, Ext. 2128.

Industrial Power Dept.

BALTIMORE GAS AND ELECTRIC CO.

Fountain Customers Appreciate

"A Thoughtful Store"
Sweetheart
Sanitary Wrapped
STRAWS
Sweetheart Straws
The Sign of "A Thoughtful Store"

Sweetheart

SANITARY WRAPPED

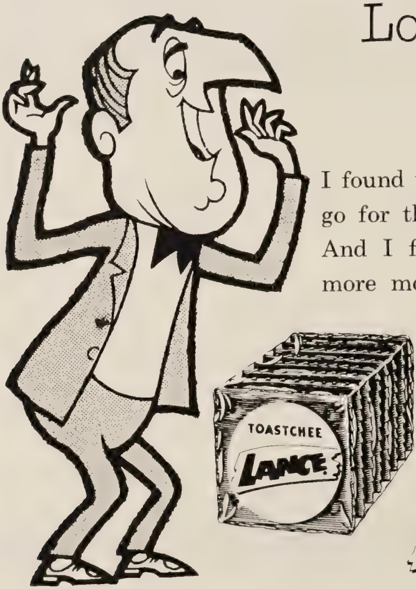
Straws

Protecting your customers' health is your duty. Sweetheart Sanitary Wrapped Drinking Straws afford this necessary protection and your customers will show their appreciation through increased patronization. No extra charge for your "Personalized" advertising imprinted on wrappers.

If Your Wholesaler Can't Supply You, Write or Phone:

MARYLAND PAPER PRODUCTS COMPANY
1100 South Eutaw Street - - - - Baltimore, Md.

Look what I found!


TOASTCHEE
LANCE

I found that my customers really go for those tasty Lance snacks. And I found, too, that I make more money on them than any other brand. Must be because they sell so fast.

They're advertised

LANCE

CHARLOTTE, N. C.

other industry to discover new products that make existing drug obsolete in keen marketing competition."

Dr. Smith asserted that intense drug industry competition is most clearly manifested at the research level. He pointed out that "last year, the industry's laboratories worked with 114,600 different substances. Nineteen hundred of them showed enough promise for clinical testing. However, probably less than forty of these will ever become prescription drugs."

GOOD ADVICE

"To hold drug store customers, retail pharmacists must make their distinguishing characteristics also their selling advantages," Charles R. Beall, Vice President, McKesson & Robbins Incorporated, told the University of Georgia School of Pharmacy.

"For instance, supermarkets have not, despite their efforts, made a mark on the field of drug store sundries. And, drug stores have shown a steady growth in this field over the last 10 years, with sundry volume increasing to over 16% of total store sales from about 6% of 10 years ago."

Mr. Beall said that druggists have four very important characteristics in the competitive battle for customers:

1) Convenience in longer hours and better locations.

2) Complete stocks, with druggists providing the slow-movers as well as the fast-sellers.

3) A friendly atmosphere, one where customers enjoy shopping.

4) A high measure of public confidence, stemming from the druggists' respected position in the nation's health team.

Mr. Beall recommended that druggists adopt certain features of supermarket merchandising.

"The basic principle of the display of the fastest-selling products in the highest-volume departments in the hottest spot in the store should be applied to drug selling," he advised.

Robins

FEBRUARY CHECK LIST

Tear out for a handy check of
your current stock of these
Robins products that are receiving
special promotion in your area
THIS MONTH

Pabalate®
☐ Tab. 100's ☐ Tab. 500's

Pabalate®-Sodium Free
☐ Tab. 100's ☐ Tab. 500's

Pabalate®-HC
☐ Tab. 100's ☐ Tab. 500's

Donnazyme®
☐ Tab. 100's ☐ Tab. 500's

Robaxin®
☐ Tab. 50's ☐ Tab. 500's

Robaxin® Injectable
☐ Amp. 10 cc. 5's ☐ Amp. 10 cc. 5 x 5's

Dimetane® Expectorant
☐ 16 oz. ☐ Gal.

Dimetane® Expectorant-DC
☐ 16 oz. ☐ Gal.

Why not check your stock of
all Robins products at the same time
—and be prepared

A. H. ROBINS CO., INC., RICHMOND 20, VA.

MARYLAND'S MOST EXPERIENCED

FULL LINE AND SERVICE WHOLESALER

Celebrating **122 Years** *Of Service*

Dial PLaza 2-0480

MUTH BROTHERS & COMPANY

23 S. CHARLES STREET

BALTIMORE 3, MD.

Established 1837

MAKE MORE PROFITS!

Display the druggists' no. 1 vitamin seller*

* One-A-Day® (Brand) Multiple Vitamins outsell all other vitamins in drug stores according to the latest nationwide survey made by the world's largest independent research organization.

250 TABLETS
ONE A DAY
1
MULTIPLE VITAMINS
"FOR BETTER HEALTH"

MILES PRODUCTS M Division of Miles Laboratories, Inc., Elkhart, Indiana

Swing into spring with Elsie! She's the symbol representing *more ice cream business and happier ice cream days.* We who represent Elsie would like to tell you all about her.

Borden's
ICE CREAM
ORleans 5-0171

LACTINEX®
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TABLETS & GRANULES

FOR RESTORING AND STABILIZING THE INTESTINAL FLORA

LACTINEX GRANULES and TABLETS contain a standardized viable mixed culture of Lactobacilli acidophilus and bulgaricus with the naturally-occurring metabolic enzymes produced by these organisms.

LACTINEX TABLETS—A clinically proven treatment for gastro-intestinal disturbances, including diarrhea[1, 2, 3] (antibiotic induced and others) in infants and adults.

LACTINEX GRANULES—An especially designed dosage form (served on cereal, food or with milk) of this effective product for the pediatric and geriatric patient.

Dosage: Three or four tablets or one packet, three or four times a day.

Supplied—tablets in bottles of fifty—granules in boxes of twelve, one gram packets.

1. Siver, Robert H.: Current Medical Digest, Vol. XXI, No. 9, September 1954.
2. McGivney, John: Texas State Journal of Medicine, Vol. 51, No. 1, January 1955.
3. Frykman, Howard M.: Minnesota Medicine, Vol. 38, No. 1, January 1955.

HYNSON, WESTCOTT & DUNNING, INC.
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HENDLERS GOOD OLD-FASHIONED ICE CREAM. HENDLERS
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What Is Good-Will?

"It is the disposition of a pleased person to return to the place where he been well treated."

Quoted from a court decision.

When reinforced with a fine product like Hendlers Ice Cream—that's perfect!

GOOD HENDLERS GOOD OLD-
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The Velvet Kind
ICE CREAM

THE MARYLAND PHARMACIST

PRACTICAL • PROGRESSIVE • PROFESSIONAL

VOLUME XXXV MARCH, 1960 No. 5

SPRING REGIONAL MEETING

MARYLAND PHARMACEUTICAL ASSOCIATION

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Easton, Maryland

Thursday, April 21, 1960

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See Page 491 for program

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THE PLIGHT OF THE PHARMACIST WHO TOOK UP JUGGLING

He wasn't born a juggler, and he didn't go to the College of Juggling . . . but he thought he could keep four balls in the air just the same.

One ball was labeled *pharmacy*. He knew how to handle this one.

Then he took on a cellar full of bargain buys and tossed up a second ball labeled *warehousing*.

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And, when his capital became tied up in inventory, he was forced to deal with still a fourth ball . . . *banking*.

So he juggled and juggled . . . and when he tried to keep four balls in the air at the same time, he found he couldn't maintain a good grip on any one of them.

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Moral

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The Maryland Pharmacist

MARYLAND PHARMACEUTICAL ASSOCIATION

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SAratoga 7-0746

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. . . Editorial . . .

TESTIMONIAL DINNER FOR DR. SWAIN

A Testimonial Dinner honoring Dr. Robert Lee Swain will be held on May 12, 1960 at the Commodore Hotel, New York City.

Dr. Swain, who for many years has been editor of Drug Topics and Drug Trade News, has his roots deeply imbedded in the heart of Maryland.

Although he has been prominent in many aspects of Pharmacy on a national level for several decades, Maryland has never relinquished its claim of its illustrious son.

Dr. Swain, educated in Maryland, has served his adopted State as educator, Board of Pharmacy secretary, and Health Department official. He is a past president of the Maryland Pharmaceutical Association. He has received many honors from the Maryland Pharmaceutical Association; the Alumni Association, University of Maryland, School of Pharmacy; and from the University of Maryland itself, in recognition of his outstanding achievements in the field of Pharmacy. He has truly brought fame to the State of Maryland.

No problem has ever been too small to receive his full attention. He has given wise council to pharmacists and the drug industry everywhere. He has participated in many Maryland programs over the years, and he has attended Maryland Pharmaceutical Association conventions for the past forty years.

Special recognition of Dr. Swain's Maryland activities will be given at the dinner in his honor. A short address will be made by Dr. H. A. B. Dunning on his contributions to retail pharmacy here and elsewhere.

Dr. T. G. Klumpp of Winthrop Laboratories is chairman of the committee sponsoring the dinner. Charles S. Beardsley of Miles Laboratories is honorary chairman. Francis S. Balassone and Joseph Cohen have been named as Maryland members of the committee.

The keynote speaker at the dinner will be Harry Loynd, president of Parke, Davis and Company.

Plans are being made to present to Dr. Swain a bound book of letters from friends and admirers. Letters for inclusion in the book, written on paper no larger than 8½" x 11", should be sent to Dr. Robert Hardt of Armour Pharmaceuticals, Prudential Plaza, Chicago 1, Illinois. While the letters are to be mailed directly to Dr. Hardt, they should be addressed to Dr. Robert L. Swain.

Tickets to the dinner are $25 each, and are available from: Salute to Dr. Robert L. Swain, Suite 1100, 155 East 44th Street, New York 17, New York. Tickets may also be obtained by sending your check to the Maryland Pharmaceutical Association office made payable to: Salute to Dr. R. L. Swain Dinner.

Special group rate transportation is being arranged for the Maryland group who will attend the dinner. The party will leave Baltimore on the morning of May 12th and return the same day after the festivities. Arrangements to stay over can be made by the individual direct to the Commodore, or the hotel of your choice.

The Testimonial Dinner to Dr. Swain is indeed an auspicious occasion. We in Maryland are proud of him.

We are also elated over the fact that we have been asked to participate in the program.

Tables of ten are being arranged. The Maryland delegation will travel together and be seated together. Won't you help make it a real party for a nice guy—the best ever? We will be glad to make all arrangements for you if you wish. Let's make it a date—Thursday, May 12th.

Is $10,000 extra profit lost in your stock room?

If your stock room is not up-to-date you need a plan to modernize it.

Johnson & Johnson's "Stock Room Modernization Program," the result of 3 years' research, is the newest segment of its continuing million-dollar improvement program available free to the pharmacists of America.

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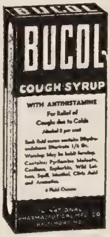
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COUGH SYRUP
WITH ANTIHISTAMINE

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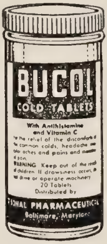
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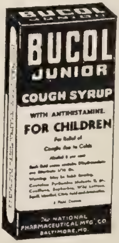
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COUGH SYRUP
WITH ANTIHISTAMINE
FOR CHILDREN

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PRESIDENT'S MESSAGE

Dear Fellow Pharmacists:

The time has arrived when we should pack away the snow shoes and get the swimming trunks out of moth balls. It is about time to take down the displays of vaporizors, heating pads, and sun lamps and replace them with sun glasses, sun lotion, and bathing caps.

It seems Mother Nature not only dictates the weather, but our very living and business habits as well.

I believe that as Nature begins to stir the sap in the trees and flowers, it also helps to stimulate our thinking. How many of you, in the past month, have really looked at your store and have been satisfied? Wasn't there a little repair or paint job that you have been putting off? Isn't there a little corner that needs a little soap and water with some "elbow grease"? How about some of those displays that have gathered dust because they are now "out of season"?

Remember the public, our customers, like to see a change in your store just as much as most of them enjoy the changing of the seasons. They enjoy talking to you about your store just as much as they will enjoy talking of the weather, and your store is one of the things you can do something about. Give them something new to see and talk about.

Probably the most important new thing in our profession since I last wrote a message has been the "Dihydrocodeinone Regulation". This of course is the regulation putting items including this drug or its salts on a "Prescription Only" basis. I know in some instances this will work a little hardship on us, but when this happens, blame the few that because of a little financial gain, take their professional obligations to the public so lightly that all of us must be regulated by law. Let us all work to improve our profession and if necessary help to eliminate those few that bring to our profession bad publicity and added regulation.

I am sure that you have all done your job in contacting your representative in Washington on The National Fair Trade Bill. I hope this Bill is out of Committee by the time you read this, but regardless of its whereabouts please continue to do your best to insure its final passage.

Don't forget the Regional Meetings and Convention.

Sincerely,

GORDON A. MOUAT
President

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Local, State and National

For a limited time only, you can offer A SUCARYL DISPENSER FREE WITH EACH PURCHASE OF SUCARYL TABLETS

HERE'S HOW IT ALL WORKS—Easiest handling imaginable. We furnish you with dispensers and display material. The customer buys a bottle of Sucaryl. He gets a dispenser free. As simple as that. No formal purchase agreement on your part. The offer works with any size Sucaryl sodium tablets.

WE'LL BACK YOU WITH ADS . . . In April, we'll boost the Dispenser Giveaway with half-page ads in Life, Saturday Evening Post, McCall's, Ladies' Home Journal, Good Housekeeping and Today's Health. A concentrated effort that should hit—several times—practically every weight-watcher in your neighborhood.

. . . AND FIRST-CLASS DISPLAY MATERIAL—You'll like the counter unit—a four-color die-cut display which features an actual dispenser in use. And when you're ready to conclude this special promotion: Turn the whole thing around, and you have a regular Sucaryl product display! **Also for qualifying orders: A tie-in window unit which accompanies the Abbott spring window display.**

Your Abbott man will furnish you with details and materials.

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Watch this little gadget sweeten up Spring sales

Turn the wheel,
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—fill and use
over and over again

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PURE FOUNTAIN SYRUP **FREE!**

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Order before May 1 and get FREE 12 gallons of Blackman's Pure Fountain syrup . . . extra sweet profits on an outstanding buy. Call today!

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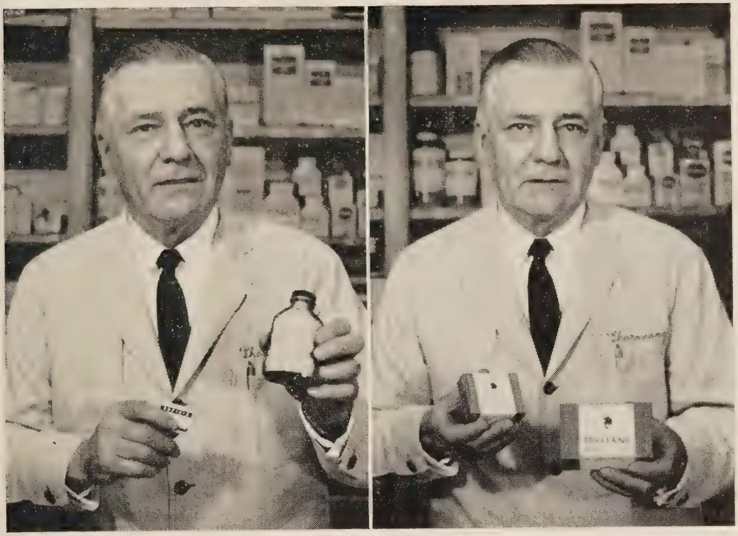

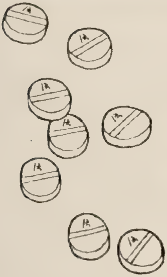

12
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School of Pharmacy, University of Maryland, News

UNIVERSITY OF MARYLAND, SCHOOL OF PHARMACY SCHOLARSHIPS AWARDED

First Semester 1959-60

Freshmen:	*Donors:*
Alan J. Aronson	Alumni Association, School of Pharmacy Maryland Pharmaceutical Association Read's Drug Stores' Foundation
Sanford E. Blas	
Yale H. Caplan	
Thomas H. Keller, Jr.	
John E. Myers	
Gerald M. Rachanow	
Leon D. Shargel	
Sophomores:	
Louis Gubinsky	Carroll Chemical Company
Walter P. Mackay	A. M. Lichtenstein Fund
Sydney Hamet	Prince Georges-Montgomery County Pharmaceutical Association
Robert Kantorski	Alumni Association, School of Pharmacy
Allan S. Pristoop	Alumni Association, School of Pharmacy
Sol Rosenstein	Read's Drug Stores' Foundation
Juniors:	
June Eng	Noxzema Foundation
William J. Heinrich	Read's Drug Stores' Foundation
Harvey D. Reisenweber	Alumni Association, College Park
Seniors:	
Ronald Goldner	Read's Drug Stores' Foundation
M. David Richman	American Foundation for Pharmaceutical Education
Martin Shargel	American Foundation for Pharmaceutical Education
Albert H. Warfield	Read's Drug Stores' Foundation

The following students are recipients of legislative scholarships:
William Michael Kenney Ronald Maggitti Daniel Shaner

DEAN'S HONOR LIST
FIRST SEMESTER—1959-60

Freshmen:
Marjorie Abramovitz
Alvin Antwarg
Jeanne Baker
David Banks
Sanford Blas
Marshall Brownstein
Yale Caplan
Gloria Chang (Seat Pleasant, Md.)
Deborah Crosby (Washington, D.C.)
Ronald Hopkins (Taneytown, Md.)
Stephen Levin
Gerald Rachanow
Leon Shargel
Kenneth Ullman
James Welsh
John Wilson
Stuart Winakur

Sophomores:
Louis Gubinsky
Sydney Hamet
Gordon Harrison (Pocomoke, Md.)
Walter Mackay (Frostburg, Md.)
Herbert Wagner

Juniors:
June Eng
William Heinrich
Peyton Stime (Bel Air, Md.)
Vito Tinelli
Walter D. Walkling

Seniors:
Henry Glick (Cumberland, Md.)
Ronald Goldner
Joseph Lerner
Irvin Levin
Irving Raksin
M. David Richman
Leonard Sadowski
Martin Shargel
Allan Sherr
Bernard Sherr
Larry Snyder
Albert Warfield
J. David Warthen

SCHOOL OF PHARMACY ALUMNI NEWS

Annual Alumni Meeting Set

The annual meeting and election of officers of the University of Maryland School of Pharmacy Alumni Association, will be held at the Kelly Memorial Building, 650 West Lombard Street, Baltimore, Maryland at 8:30 P.M. on Thursday, May 5, 1960.

Committee reports will be given on the activities of the Pharmacy Alumni. The Honored Alumnus for 1960 will be announced. Plans for the future will be discussed.

The Annual Banquet and Dance, honoring the 1960 graduating class, will take place at the New University of Maryland Union Dormitory Building located at 621 West Lombard Street on the Baltimore Campus of the University, on Thursday evening June 2nd.

This outstanding Alumni function will give Alumni and friends an opportunity to observe the "new look" of the Baltimore Campus.

Make June 2nd "Pharmacy Alumni Day". Visit the new School of Pharmacy and spend an enjoyable evening with the 1960 graduates, classmates and friends.

U of M SCHOOL OF PHARMACY NEWS

Dr. Francis M. Miller, Associate Professor of Chemistry, has returned to the School of Pharmacy September, 1959, after having spent one year in Germany on sabbatical leave from the University.

Dr. Norman J. Doorenbos, Associate Professor of Chemistry, along with his wife and five children visited the parents of Mrs. Doorenbos in Hawaii for six weeks during the summer.

Dr. Ralph Shangraw became the father of a baby son, Ralph Frederick, Jr., on August 17, 1959.

Dr. W. Arthur Purdum, Professor of Hospital Pharmacy since 1947, has been named Vice President in charge of Production and Development of Burroughs Brothers Manufacturing Company. He takes up his new duties immediately. Dr. Purdum is a graduate of the School of Pharmacy, receiving his Ph.D. in 1941. He has been Chief Pharmacist at The Johns Hopkins Hospital for fourteen years and has numerous publications.

Mr. Joseph Cohen, Ph.G. 1929, Executive Secretary of the Maryland Pharmaceutical Association and Baltimore Metropolitan Pharmaceutical Association, was re-elected to the Executive Committee of the National Conference of State Association Secretaries at a meeting in Cincinnati in August. He was also elected Vice President of the Metropolitan Drug Association Secretaries at a meeting in St. Louis in September. More recently, he was elected Chairman of the Drug Manufacturers Relations Committee at St. Louis, representing both State and Metropolitan Drug Association Secretaries.

Mr. Henry Seidman, Ph.G. 1929, received the Meritorious Award for 1959 of the Alpha Zeta Omega Pharmaceutical Fraternity at their national convention in Miami, Florida, this past summer.

The University of Maryland School of Pharmacy commenced its fall term with an Orientation Program for freshmen on September 14th. This program included addresses by Mr. Victor H. Morgenroth, Jr., President of the School of Pharmacy Alumni Association; Mr. Francis S. Balassone, Secretary of the Maryland Board of Pharmacy and Chief, Division of Drug Control; Mr. Joseph Cohen, Executive Secretary of the Maryland Pharmaceutical Association and Baltimore Metropolitan Pharmaceutical Association; Mr. Gordon A. Mouat, President of the Maryland Pharmaceutical Association; and Mr. Herman Drukman, President of the Baltimore Metropolitan Pharmaceutical Association.

The freshman class included the largest enrollment for several years, a total of 78 students of which 12 were girls. The total enrollment for the 1959-60 scholastic year is 230, with 44 seniors. In addition, there were 28 enrolled in the Graduate School.

Paul A. Pumpian, Secretary of the Wisconsin Board of Pharmacy, has been appointed Midwestern States Regional Chairman of the Greater University of Maryland Fund. Pumpian, a graduate of the University of Maryland's Schools of Pharmacy and Law, served as Assistant Professor and Chairman of the Department of Pharmacy Administration at the University's School of Pharmacy and Lecturer in Dental Jurisprudence at the University's School of Dentistry. As regional chairman, he will be responsible for the organization of committees to solicit funds from the University's 1100 alumni in eleven of the mid-western states.

Mr. Elmer W. Nollau, B.S. 1942, has recently resigned as Director of Pharmaceutical Services at the Memorial Medical Center, Miners Memorial Hospital Association, in Williamson, West Virginia, to accept a position as Assistant Chief Pharmacist at the University of Chicago Clinics.

Dr. Marvin J. Chertkoff, Manager of the technical unit of the Quality Control Area of Merck Sharp & Dohme, Division of Merck & Co., Inc., has been assigned to the Marketing Section for an indefinite period. Dr. Chertkoff earned the B.S. in Pharmacy at the University of Maryland School of Pharmacy in 1951 and the Master of Science in pharmaceutical chemistry in January, 1954. He was subsequently awarded the Ph.D. degree at Purdue University.

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. CONTRIBUTIONS .

MOTIVATING INFLUENCES FOR ENROLLING IN PHARMACY SCHOOL

By B. F. Allen*

It has been stated that pharmacy has failed badly in doing its part in motivating high school students to develop interest in the pharmacy profession. Several years ago, the National Association of Secondary School Principles listed the career choices of 12,000 top-ranking high school students. Pharmacy interest among these top-ranking youngsters was down along with many other vocations in the 0.9% group. In other words, pharmacy does not attract anywhere near its share of the better students.

An educator recently stated that each of the more than 3500 drug stores in Illinois employ a high school student. Yet, only less than 10% of the student employees eventually plan to enter pharmacy.

The following information was recently obtained in a survey conducted among the students of the School of Pharmacy, University of Maryland.

TABLE I

	YEAR				*TOTAL*
Reason For Entering Pharmacy School	1	2	3	4	
Open House	1	2	1	0	4
Recruitment Program	3	0	5	1	9
Local Pharmacist	12	8	12	16	48
Teacher or Counselor	2	2	0	2	6
Family Influence[a]	31	9	8	10	58
Other[b]	9	32	12	10	63
Total (reporting)	58	53	38	39	188

[a] Many members of the family influence group were pharmacists.

[b] Other—(Some reasons given).

1. Pharmacy offers good pay and employment security.
2. Just wanted to be in a pharmacy.
3. Interested in a business profession.
4. The sight of wounded in Germany during World War II and the resultant suffering.
5. Desire for a broad general science background.
6. Association with "field" through previous employment.
7. Interest in public health.
8. Desire to enter medical field.
9. Interest in chemistry.
10. Interest in drugs.
11. Desire for a professional career.
12. Friends.

---

*Associate Professor of Pharmacy, School of Pharmacy, University of Maryland.

One delivery takes care of everything . . .

Suburban Club

LARGE FAMILY SIZE

Almond Smash
Black Cherry
Black Raspberry
Bubbles (Club Soda)
Ginger Mint
Golden Ginger Ale
Grape
Orange
Pale Dry Ginger Ale
Pepsi-Cola
Root Beer
Sass
Tom Collins Mixer
Up Town (Lemon-Lime)

7-OZ. SPLITS

Pale Dry Ginger Ale
Bubbles (Club Soda)

SCHWEPPES QUININE WATER

FUDGY

16-oz. Chocolate Soda

SQUIRT

Family Size
7-oz. Splits

SLIM-LINE DIETETIC

Black Cherry
Ginger
Orange
Root Beer

Suburban Club Carbonated Beverage Co., Inc.

ORleans 5-0100

PREFERRED PROTECTION

New arrangements for providing Automobile Insurance and other forms of protection are now available. These new methods may provide substantial savings over your present insurance cost.

If you would be interested in having our representative contact you regarding these matters kindly let us know. We feel that our staff is particularly qualified to serve the pharmaceutical profession.

GREENE & ABRAHAMS CO., INC.
E. A. Rossmann, President
225 E. REDWOOD STREET
Baltimore 2, Maryland

TABLE II

	YEAR				TOTAL
High School Attended	1	2	3	4	
Mt. St. Joseph	2	1	1	0	4
Baltimore City College	17	21	21	14	73
Eastern	1	1	1	1	4
Patterson Park	0	2	0	1	3
Seton	0	1	0	0	1
Loyola	2	1	0	1	4
Howard County (Ellicott City, Md.)	1	1	0	0	2
Valley High (Lonaconing, Md.)	1	1	0	0	2
St. John's (Washington, D. C.)	0	1	0	0	1
Baltimore Polytechnic Institute	0	4	2	0	6
Pocomoke City High	0	2	0	0	2
Towson Senior High	0	1	1	0	2
Baltimore Friends	0	1	0	0	1
Forest Park	7	6	3	7	23
Washington High (Princess Anne, Md.)	0	1	0	0	1
Allegany High (Cumberland, Md.)	0	1	1	0	2
Dundalk High	0	1	2	2	5
Beall High (Frostburg, Md.)	0	1	0	0	1
Belair High	0	1	0	0	1
North Hagerstown High (Hagerstown, Md.)	0	1	0	0	1
Southern High (Baltimore)	1	1	0	0	2
Shenadoah Valley Academy (New Market, Va.)	0	1	0	0	1
Oil City High (Oil City, Pa.)	0	1	0	0	1
La Salle High (Cumberland, Md.)	2	0	1	1	4
Kenwood High (Raspeburg, Md.)	0	0	1	0	1
Calvert Hall	3	0	1	0	4
Catonsville	0	0	1	1	2
Frederick Douglas	0	0	1	0	1
St. Martins	0	0	1	0	1
Aberdeen High (Aberdeen, Md.)	0	0	1	0	1
Franklin High (Reisterstown, Md.)	0	0	0	1	1
Hagerstown High	0	0	0	1	1
Parksville High (Parksville, Md.)	0	0	0	1	1
Montgomery Blair (Silver Spring, Md.)	0	0	0	1	1
Easton High (Easton, Md.)	0	0	0	1	1
Middletown High (Middletown, N.Y.)	0	0	0	1	1
Fort Hill (Cumberland, Md.)	0	0	0	1	1
Milford Mill (Rockdale, Md.)	2	0	0	1	3
Greenbrier Military School (Lewisburg, W. Va.)	0	0	0	1	1
Talmudical Academy	0	0	0	1	1
Oxon Hill (Oxon Hill, Md.)	1	0	0	0	1
Bethesda-Chevy Chase (Montgomery Co., Md.)	1	0	0	0	1
Massanutten Mil. Academy (Woodstock, Va.)	1	0	0	0	1
Mergenthaler Vocational-Technical	1	0	0	0	1
St. John Cath. High (Westminster, Md.)	1	0	0	0	1
Norview High (Norfolk, Va.)	1	0	0	0	1
Granby High (Norfolk, Va.)	1	0	0	0	1
Towson Catholic	3	0	0	0	3

El Cajon Valley High (El Cajon, Calif.)	1	0	0	0	1
Calvin Coolidge (Washington, D.C.)	1	0	0	0	1
Edgewood	1	0	0	0	1
Suitland	2	0	0	0	2
Taneytown	1	0	0	0	1
Brooklyn Park	1	0	0	0	1

In this survey it is very interesting to note that members of the profession have played a very important part in helping young people to select pharmacy as a career.

If the results in the above survey have any real meaning, ways must be found in which the recruitment programs can be directed more toward the parents of future students.

Also, it has been recently stated that the thinking on the recruitment policy should change, because the schools of pharmacy will now be restricted to students having had two years of college.

For many years, writers in pharmaceutical journals have urged community pharmacists to engage in activities associated with youth groups, business and charitable organizations, civic clubs, and PTA groups in order to promote their own business opportunities. In all probability, these same contacts can now be used to sell "Pharmacy as a Career." The great need still exists to educate the public as to the educational background which characterizes modern pharmaceutical training.

WORLD'S FINEST SALTED NUTS

Fresh From Our

Double Kay NUT SHOP DEPARTMENT ®

The leading drug store owners in your state will tell you the Double Kay Nut Shop is producing more sales and profits than any item in the drug store occupying similar space.

IF —— you have a clean, first-class drug store, let us reserve a Nut Shop for you.

THE KELLING NUT CO.

2800 W. Belmont Ave. **Chicago 18, Illinois**

Right In Your Own Back Yard

LOEWY DRUG CO. INC.
EMERGENCY

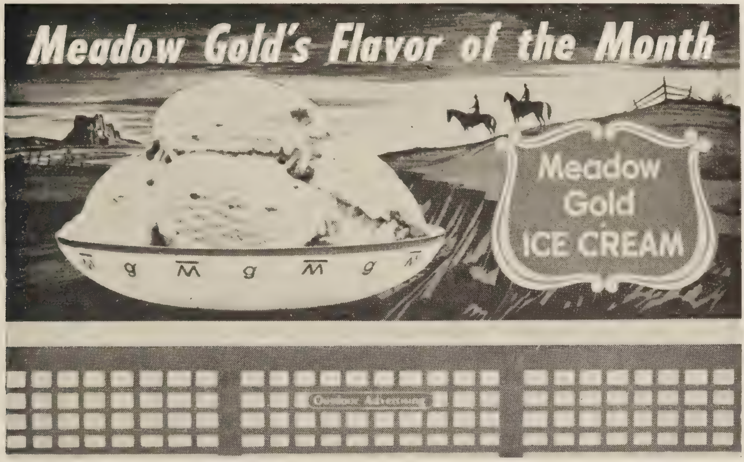
- COMPLETE PHARMACEUTICAL DRUG LINE. Everyday delivery service, new product information cards with up-to-date dispensing information. All ethical drug houses represented.
- COMPLETE PROPRIETARY DRUG LINE. Current deal information, price changes, complete warehouse stocks, fast, turnover merchandise.
- PHARMACISTS SURGICAL SUPPLY. A complete line of surgical and sickroom items.
- COMPLETE GIFT COSMETIC AND SUNDRY LINE. Annual Holiday Gift Show.
- BUY BOOK: the most complete up-to-date buying guide available. Buy Book promotions are a planned series of sales events designed to build customer traffic.
- EMERGENCY PRESCRIPTION SERVICE. Around-the-clock emergency service for pharmacists in the Metropolitan area.
- WEEKLY DRUG DIGEST. The latest summary of sure changes, new products and current deals.
- TELEPHONE ORDER SERVICE DEPARTMENT. A fast, daily, efficient, and accurate order service by experienced personnel.
- LEGIBLE ORDER FORMS. Easy-to-read, easy-to-check typewritten forms accompany every delivery.
- BULMAN DESIGN AND MERCHANDISING SERVICE. World famous store engineering and layout facilities for building, remodeling, merchandising fixtures, profitable layout—inside and out.
- LOEWY MERCHANDISER. Regular sales and merchandising help on products and promotions.

LOEWY DRUG CO., INC.

"Professional Service for the Professional Pharmacist"

1120 NORTH CHESTER ST., BALTIMORE 13, MD.

DIckens 2-3610


Meadow Gold's Flavor of the Month
Meadow Gold ICE CREAM
Outdoor Advertising

Now! The Greatest Outdoor Advertising Campaign in MEADOW GOLD History!

50 BILLBOARDS

Strategically located all over town featuring the "Flavor of The Month", month after month for a full year!

☆

Tie-in with this great promotion! Feature the MEADOW GOLD "Flavor of The Month" and CASH-IN with bigger sales!

Tell them you saw it in "The Maryland Pharmacist"

• T.A.M.P.A. TATTLER •

OFFICERS OF THE TRAVELERS AUXILIARY
MARYLAND PHARMACEUTICAL ASSOCIATION 1959-1960

Honorary President—SAMUEL S. COHEN
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Volume 18 **MARCH, 1960** **No. 7**

MARCH MEETING REPORT

Saturday, March 5, 1960 was the time. The Park Plaza Hotel was the place. The occasion was the monthly luncheon meeting of T.A.M.P.A. The discussion was prospective changes in the By-Laws of the Travelers' Auxiliary. The weather was terrible! However, even with gale bursts and 12 inches of snow, 27 hearty Tampians braved the elements and joined in the discussion. Since the subject matter was of the kind that makes for "cussing and discusing", definite action of any of the items in question was postponed to the April meeting, when it was hoped that the robins' singing would create an understanding atmosphere.

The annual contribution of $100.00 was presented to the Pine Street Station by President Al Heydemann and Chairman Tom Kelly, of the Emory G. Helm Memorial Fund. At the presentation at Pine St. Station, Al and Tom were shown how the money is put to use in assisting needy children who are the innocent victims of wayward parents. They both were very much impressed with the good that is being done with this donation, and hoped that this will continue to be a permanent undertaking of T.A.M.P.A.

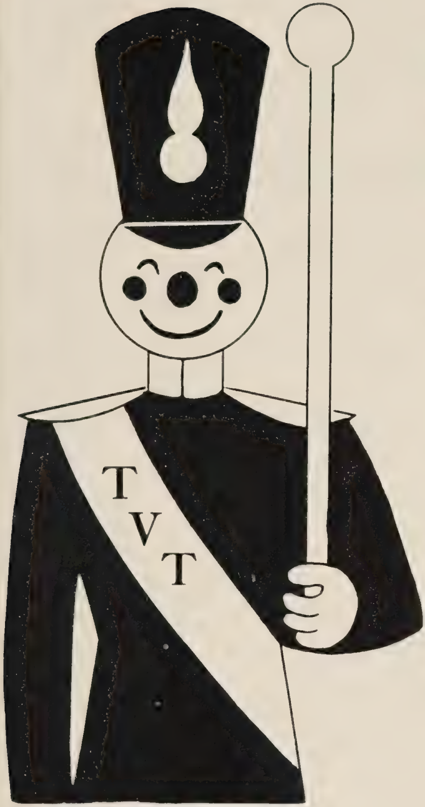
With no further business, the meeting was adjourned and all began their arduous journey home through snow-snafued Baltimore.

After the regular meeting, a convention-entertainment planning committee, under the chairmanship of Dick Crane, Vice President, held their initial meeting and a most unusual and entertaining program for the annual convention is anticipated.

We sincerely hope that both Norris Busick and I. F. Kartman, who have been ill, are up and around by this printing.

DO YOU BELONG?

"IN UNITY THERE IS STRENGTH."



INCREASE YOUR TOY SALES YEAR 'ROUND AT NO EXTRA COST

BE a TV-Time Toy Store

Tie-in with the most successful toy promotion of all time! This sales-proven merchandising program is already doing wonders in hundreds of stores throughout the Baltimore metropolitan area.

You get exciting, eye-catching, point-of-sale pieces . . . your store name on television . . . personal plugs by such stars as Pop Pop, Jack Wells, Royal Parker, Nelson Baker and Buddy Dean!

Plus bonus sales boosters . . . monthly toy give-aways . . . bicycle give-aways . . . fabulous Disneyland trip contest . . . all tied-in with your store.

BOOST PROFITS NOW!

Be a TV-Time store to cash in on extra business.
Becoming a TV-Time store does not cost you one cent extra.

Phone Bob Lewis, TV-Time Supervisor, BR. 6-3695, or EA. 7-1950.

I. L. TOY COMPANY
1023 EAST BALTIMORE ST.

-: NEWS ITEMS :-

HOW ONE PHARMACIST DOES IT

Paul Reznek, proprietor of the Beltsville Pharmacy has devised a unique system of storing drugs. He has placed all tablets, pills and the like in plastic, transparent boxes. This affords better use of space, a more orderly arrangement, and lessens a maintenance problem.

He has also established a personal prescription file system. On a card is listed the name, address and phone number of the patient. Then the date the prescription is received, prescription number, composition and amount, the prescribers name, and the price. Succeeding prescriptions are entered as compounded. Not only is this system advantageous for handy, ready patient information, but it also brings Mr. Reznek into closer contact with his customers on a personalized basis.

Mr. Reznek features himself as the Family Pharmacist. He says, "The Family is the core of American Life. One refers to their doctor as the family doctor, family dentist, family lawyer, so why not the family pharmacist."

Beltsville Pharmacy also features a regular schedule of prescription windows.

ABBOTT LABORATORIES ANSWERS LIFE MAGAZINE

Perhaps you read the 7 page article captioned "Big Pill Bill to Swallow" which appeared in the February 15, 1960 issue of LIFE magazine. If so, you may have found many errors and misstatements of fact.

Dr. William S. Apple, Secretary, American Pharmaceutical Association protested by telegram, which was printed verbatim in the February Maryland Pharmacist.

Abbott Laboratories has also refuted the LIFE article mis-statements by placing a full-page advertisement in the March 21, 1960 issue of LIFE. Not only should every pharmacist read this well-worded informative rebuttal but should express appreciation to Abbott Laboratories for its alert action in giving factual data to the public at a time when the entire drug industry is being unjustly castigated. What price health and life?

Abbott Laboratories has made available a booklet, "Questions and Answers Based Upon the Kefauver Subcommittee Hearings". Get a free copy by writing to Public Relations Department, Abbott Laboratories, North Chicago, Illinois.

MAGAZINE SURVEY

A statewide mailing has been made of a Magazine Questionnaire as a project of the Trade Relations Committee of the Maryland Pharmaceutical Association.

The purpose of the survey is to determine the extent of complaints regarding the distribution of magazines, and to present the facts to both publishers and distributors of magazines.

If you sell magazines, or paper-back so called "pocket books", complete the questionnaire and return it at once. The Trade Relations Committee wishes to be helpful to all parties concerned—retailer, publisher and distributor.

WARNING ON DIHYDROCODEINONE PREPARATIONS

Please note the Maryland State Department of Health notice regarding the sale of dihydrocodeinone preparations. See Page 499.

Effective APRIL 1, 1960, it shall be against the law to sell dihydrocodeinone preparations without a prescription in the State of Maryland.

Spring Regional Meeting

MARYLAND PHARMACEUTICAL ASSOCIATION

TIDEWATER INN

EASTON, MARYLAND

Thursday, April 21, 1960

— Program —

1:00 P.M. Luncheon
2:30 P.M. MPA Meeting

Speaker
HENRY L. GIORDANO
Deputy Commissioner, Bureau of Narcotics,
United States Treasury Department
"Narcotics"

— Special Presentation —

"It's Time To Take Stock"
a
Stock Room Modernization Program
by
THOMAS J. KELLY
Johnson and Johnson

3:30 P.M. L.A.M.P.A. Meeting
5:00 P.M. Social Hour
6:00 P.M. Dinner

Spend An Enjoyable Day on the Eastern Shore of Maryland with Associates and Friends.

Reservations Are Required for Your Convenience

ALL ARE WELCOME TO ATTEND

PRESIDENT'S MESSAGE
BALTIMORE METROPOLITAN PHARMACEUTICAL ASSOCIATION

Dear Fellow Pharmacists:

The purpose of this message is to demonstrate two things: First, that you keep yourself from missing, through oversight or overbusyness, Law and Ethics in the practice of Pharmacy; Second, the advantage of the protection, you and the public are given by enforcement of the Pharmacy Laws.

Please do not judge this information as a "Frighten from one's wits or senses" type of message. I simply believe that pharmacists should be informed—your Association will do its best to aid you in this objective.

The U. S. Department of Health, Education, and Welfare (Food & Drug Administration) publishes periodical cases that were instituted in the United States district courts by United States attorneys, acting upon reports submitted by the Department of Health, Education, and Welfare. They involve drugs which were dispensed without a prescription, or by refilling a prescription without authorization. I will not mention the names of the people involved. I will mention, the charge, the plea and the disposition.

(1) In Miami, Florida
Charge: Between 7/21/57 and 8/27/57, Metandren Linguets and Carbrital capsules were each dispensed once without a prescription, and Secobarbital Sodium capsules were dispensed 4 times upon request, without authorization by the prescriber.
Plea: Guilty
Disposition: 9/8/58, Fine, $600 and each individual placed on probation for 2 years.

(2) Jacksonville, Florida
Charge: On 2/8/58, Amytal Sodium capsules, and Amytal tablets and Biphetamine were dispensed once without a prescription.
Plea: Nolo Contendere
Disposition: 2/6/59, pharmacist sentenced to 2 years in prison and probation for 3 years, to commence upon termination of prison sentence.

(3) Brooklyn, N. Y.
Charge: On 7/8/58, Chloromycetin Capsules, were dispensed once, upon request for refill without authorization by prescriber.
Plea: Guilty
Disposition: Fine, $300

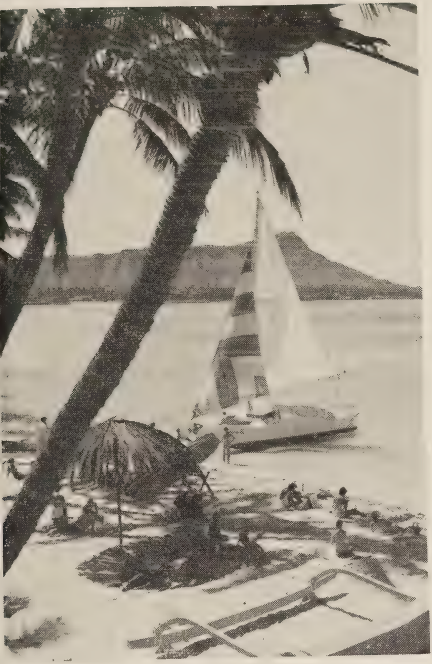
(4) Rockville, Indiana
Charge: 10/10/57 to 12/9/57, meprobamate, Achrocidin, Mysteclin and Dexedrine Spansules, dispensed once without a prescription.
Plea: Guilty
Disposition: Fines of $300; $1250 and $50 plus costs.

(5) Boston, Massachusetts
Charge: Between 10/2/57 to 11/13/57, Gantrisin, Cortisone, and Butazolidin tablets dispensed twice upon requests for refills without authorization from prescriber.
Plea: Guilty
Disposition: 6/29/59—$1000, fine, jail sentence of 1 year suspended, placed on probation 2 years.

There were 39 cases listed in the booklet, I just picked a few. We must always maintain unquestioned standards—standards that have taken centuries to build and that take constant effort to maintain.

GREGORY W. A. LEYKO
President

Hawaii Is Calling---



What Could Be Nicer Than To Finish Off Your NARD Convention With A Trip To Fabulous Hawaii

The First Maryland group to visit Hawaii following a NARD Convention will leave Denver, Colorado on Thursday, October 27th. This 9-day tour will include receptions and sightseeing especially planned for Maryland Pharmacists. Tour price includes Custom Coach round trip air transportation, aboard jets where available, Baltimore to Honolulu and return, twin-bedded rooms with bath at the Hawaiian Village, meeting service, interesting side trips, a complete San Francisco program enroute home, and a wealth of extras.

COST PER PERSON — (2 persons per twin bedroom)

Land Arrangements Honolulu and San Francisco	**$159.25**
Air Fare — Baltimore and Return	**542.58**
TOTAL INCL. TAX	**$701.83**

Services are limited. To assure yourself of space, send in your deposit today!

FOR FULL DETAILS
OR
TO RESERVE SPACE

MAIL THIS COUPON
TODAY

JOIN YOUR FRIENDS
IN HAWAII

Mr. Warren W. Guerke
American Express Company
213 North Charles Street
Baltimore 1, Maryland

☐ Please make .... reservations for the Post NARD Convention Jet Air Cruise to Hawaii.

☐ Please send more information. I understand I am under no obligation.

My Name ....

My Address ....

Phone No. ....

CUSTOMER, CUSTOMER, WHO GETS THE CUSTOMER ?

MODERN STORES DO!

Where Gilpin's Store Promotion and Equipment Department has been at work, new sales peaks are common

In actual cases, Rx has increased 25% to 59.8%; front end business, 15% to 51.3%. For design and equipment—old stores or new—

write or phone

STORE PROMOTION AND EQUIPMENT DEPT.

The Henry B. Gilpin Co.
Full line, full service wholesale druggists since 1845
BALTIMORE • DOVER • NORFOLK • WASHINGTON

SKF KEEPS PHARMACISTS INFORMED

A unique product information book—including directions for treatment in the event of accidental overdosage—has just been released to more than 53,000 retail pharmacies by Smith Kline & French Laboratories.

The comprehensive book, believed to be the first of its kind ever to make overdosage information available to all retail pharmacists, contains extensive pharmacology and other technical data on every SK&F product.

Frazier Cheston, director of distribution, said the unusual reference manual was mailed to all retail pharmacies because "it is becoming readily apparent that the pharmacist is the one man whose training, experience and intimate knowledge of an ever-growing list of ethical products qualifies him to serve as professional drug consultant to practicing physicians."

Cheston added that the new book supplies more detailed information in the areas of overdosage and product compatibility than is normally supplied to doctors.

"For this reason," he said, "we are telling physicians that pharmacists have this important information and are encouraging doctors to consult them whenever necessary."

Prepared in loose-leaf form to make it easier to insert later information, the book also contains full color tablet and capsule identification charts, a 1960 retail price list, and a statement of the firm's policy concerning the return of merchandise.

The complete product data includes formulas, indications, dosages, contraindications, cautions, pharmacology and reference sources in addition to the information on overdosage and compatability.

Copies of the manual also are being supplied to schools of pharmacy, Cheston said.

Headquarters for
HOOVEN LETTERS
ROBOTYPED LETTERS
LYKA TYPED LETTERS
MONOCAST LETTERS
PRINTING
PHOTO-OFFSET PRINTING
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call
MUlberry 5-3232, 33, 34
SAratoga 7-5172, 73

D. Stuart Webb
ADVERTISING SERVICES, INC.
306 N. GAY STREET
Baltimore 2, Maryland

SPOTLIGHT PRODUCT OF THE MONTH

PREPARATION "H"

Featured in all BMPA Stores

WITH
Dial 123 *Live* Radio

GOOD LIGHTING

Alameda Pharmacy highlights merchandise and creates a cheerful atmosphere with up-to-date illumination in its store at 5658 The Alameda. Eye-catching lighted signs call attention to the prescription counter and fountain-luncheonette. Wall shelves have separate illumination that sells the products there.

sets the scene for **MORE SALES**

GOOD LIGHTING has an essential place in the sales plan of successful pharmacies. It creates an attractive atmosphere where people like to linger and look around. It calls attention to specials and items that were forgotten when the shopping list was made. It invites impulse buying!

If you want your store to be more appealing—and more profitable—we'll be glad to have our lighting engineer make a FREE SURVEY and submit recommendations for "Lighting to Increase Your Business." There is no cost or obligation, of course. Just call LExington 9-8000, Extension 2128.

BALTIMORE GAS AND ELECTRIC CO.

MAIL-ORDER PRESCRIPTION OPERATORS CALLED ON CARPET BY D.C. INSPECTOR

In the Municipal Court on March 2, Assistant Corporation Counsel Clark King of the District of Columbia government heard Detective John R. Panetta describe his inspection of the premises of the mail-order prescription operation called "Organization Drug Services, Inc." Detective Panetta described the so-called pharmacy located at 1370 H Street, N.E., Washington, D.C., as "without any facilities for compounding prescriptions," and noted that the only "sink was located in the rear of the store by going through a room that had waste paper for wrapping and packaging all over the place and the room where the sink was located proved to be filthy and the sink itself was corroded and stained and in filthy condition."

Organization Drug Services, Inc., received an apothecary license on December 7th with Myles Kaye as President, Irving Goldberg as Vice President and Treasurer, and Jack Goldstein as Secretary. The apothecary license was issued without any inspection of the premises by the licensing bureau. The mail-order service is restricted according to Goldberg, to the estimated 80,000 members of the Bakery and Confectionery Workers Union throughout the U. S.

Myles Kaye, who also operates the Kent Village Pharmacy in Landover, Md., and Irving Goldberg, who also operates the Eastpines Pharmacy in East Riverdale, Md., appeared at the hearing with their attorney. The two pharmacists explained that they have no fixed business hours but come into the Washington, D.C., store daily to fill the prescriptions which arrive from various parts of the U.S. The respondents added that they were not breaking the law because there are no standards for pharmaceutical facilities in the District of Columbia. A. J. Obert, of the D. C. Board of Pharmacy, who was present at the hearing, pointed out that passage of the newly introduced bill (H.R. 10597—"An Act to regulate the practice of pharmacy" in D.C.) would establish such standards for the protection of public health.

Clark King concluded the hearing by ordering the respondents to (1) permit no business to be conducted unless a pharmacist is present; (2) restrict the opening of the mail containing prescriptions to the pharmacist or to the clerk in the presence of a pharmacist; and (3) to segregate prescription and nonprescription stock.

After the hearing, Mr. Obert emphasized that continued inspections of the premises operated by Kaye and Goldberg would be made to ascertain compliance with the directives of the Corporation Counsel. The fire department ordered the premises to be cleaned up to eliminate the fire hazard, and the health department was reportedly notified concerning the insanitary conditions of the establishment.

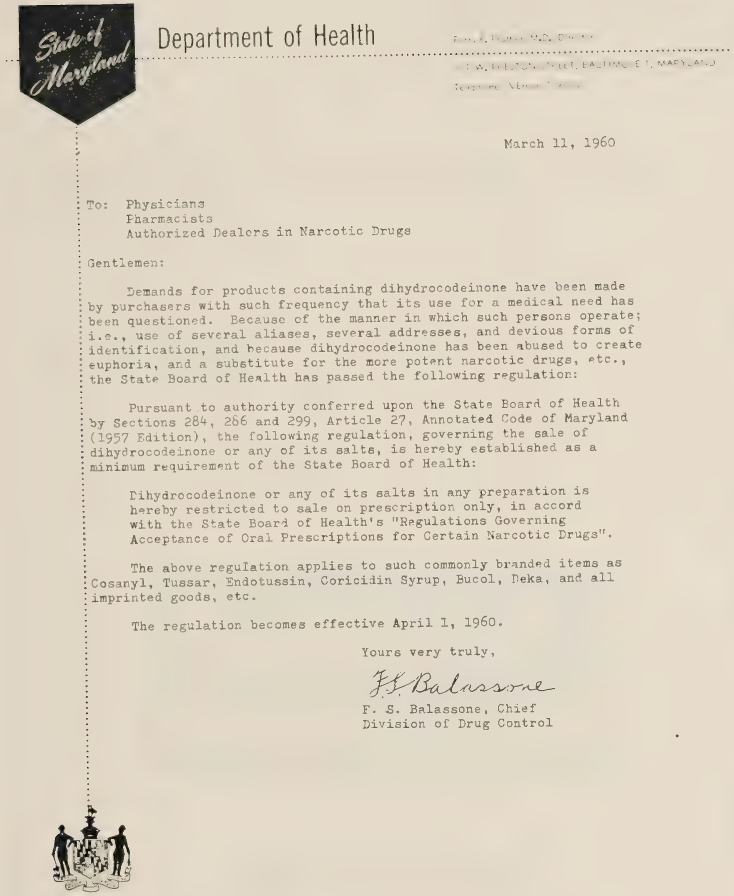
HAVE YOU $$ TO BURN?

Few of us have—but most of us do just that!!! How?—By not adequately insuring our property.

THE DRUGGISTS' OWN
Service Security Savings
THE AMERICAN DRUGGISTS' INSURANCE CO.
American Building
CINCINNATI, OHIO
INSURANCE CO.

CONSULT OUR AGENT

Mayer-Steinberg Agency
Maryland State Agents
1800 NORTH CHARLES STREET
Baltimore 1, Maryland
Phone - PLaza 2-2508



State of Maryland
Department of Health
[illegible] M.D. [illegible]
[illegible] MARYLAND
[illegible]

March 11, 1960

To: Physicians
Pharmacists
Authorized Dealers in Narcotic Drugs

Gentlemen:

Demands for products containing dihydrocodeinone have been made by purchasers with such frequency that its use for a medical need has been questioned. Because of the manner in which such persons operate; i.e., use of several aliases, several addresses, and devious forms of identification, and because dihydrocodeinone has been abused to create euphoria, and a substitute for the more potent narcotic drugs, etc., the State Board of Health has passed the following regulation:

Pursuant to authority conferred upon the State Board of Health by Sections 284, 286 and 299, Article 27, Annotated Code of Maryland (1957 Edition), the following regulation, governing the sale of dihydrocodeinone or any of its salts, is hereby established as a minimum requirement of the State Board of Health:

> Dihydrocodeinone or any of its salts in any preparation is hereby restricted to sale on prescription only, in accord with the State Board of Health's "Regulations Governing Acceptance of Oral Prescriptions for Certain Narcotic Drugs".

The above regulation applies to such commonly branded items as Cosanyl, Tussar, Endotussin, Coricidin Syrup, Bucol, Deka, and all imprinted goods, etc.

The regulation becomes effective April 1, 1960.

Yours very truly,

F. S. Balassone

F. S. Balassone, Chief
Division of Drug Control

NO ONE

Ever Outgrows the Need for

MILK

GET THE BEST . . . . GET . . . .

Sealtest
TRADE MARK
DAIRY PRODUCTS

MU lberry 5-3800

SMITH KLINE & FRENCH INC.

America's Foremost Service Wholesaler

Philadelphia

Serving Northern Maryland

Wilmington

Serving the Eastern Shore

1960-61 BLUE BOOK LISTS 174,770 PRODUCTS—AN ALL-TIME HIGH

A total of 174,770 products—an all-time high—are listed in the new 748-page, 1960-61 AMERICAN DRUGGIST BLUE BOOK, the biggest edition ever published. The new edition was mailed on February 27th to every retail drug store in the United States. The record number of products in the new edition compares with 172,690 products in the 1959-60 edition—a 1.2% rise.

The 1960-61 BLUE BOOK offers a new and exclusive service—never before available in a drug field price book. The service is designed to cut down errors by retailers in ordering pharmaceuticals . . . and errors by wholesalers and manufacturers in filling retail orders. It consists of including the manufacturer's catalog or list number—in brackets—with each of the products of about 50 pharmaceutical companies.

In the new BLUE BOOK, the manufacturer's catalog number is listed immediately after the name of the item, so that a pharmacist wishing to place an order for a product can give this number as well as the name in order to make sure that he gets the *specific* item he wants.

The plan to use catalog numbers in the new BLUE BOOK was announced in the October 19, 1959 issue of AMERICAN DRUGGIST. Ever since that date, the "New Prices" columns of A.D. have regularly included catalog numbers.

In addition to catalog numbers, the new BLUE BOOK features once again the following 6 reference symbols—virtually all exclusive—which have appeared in the book for the past 8 years:

● or A...Signifies narcotic drug products
◆ or B...Oral Rx allowed for narcotic items
◉ or X...Signifies exempt narcotic products
▲...Means that item requires refrigeration
Rx...Signifies products sold on 'Rx Only'
★...Former 'Rx Only' products now o-t-c

The BLUE BOOK uses an asterisk (*) to denote fair trade minimum prices.

The new edition includes more product descriptions—covering data such as composition, uses, dosage, and packaging—than ever before. Well over 1,400 products are thus described in the new BLUE BOOK, making it an important addition to the pharmacist's library.

Another reference feature of the new BLUE BOOK is the alphabetical index of nearly 7,200 manufacturers—providing company names and addresses—located at the back of the book.

Each retail pharmacy will receive one copy of the new 1960-61 BLUE BOOK free of charge. Additional copies are available at $9 each from the Circulation Dept., AMERICAN DRUGGIST BLUE BOOK, 250 W. 55th Street, New York 19, N. Y.

NEW DISTRICT OF COLUMBIA PHARMACY LAW SOUGHT

The 1906 Pharmacy Act under which the District of Columbia operates is totally inadequate to regulate today's practice of pharmacy. The introduction into Congress of Bill H.R. 10597 gives hope to all individuals concerned with public health and consumer protection.

By enactment of H.R. 10597, the D.C. Board of Pharmacy would, among other things, be authorized to:

(a) make appropriate rules to regulate the practice of pharmacy and the sale of poisons in the District;

(b) inspect places of business where medicines are dispensed, sold, or distributed to the ultimate consumer, and

(c) establish and require a minimum standard of pharmaceutical equipment, reference books and other professional and technical equipment to be on the premises of pharmacies.

The D.C. Board of Pharmacy does *not* now have such authority.

FURTHERMORE, H.R. 10597 provides that:

"It shall be unlawful for any person to compound and distribute the prescriptions of medical practitioners when such distribution is effected principally by mail and the traditional physician-pharmacist-patient relationship does not exist."

Your Representative in Congress not only creates Federal law, but also makes District of Columbia law. For this reason, as a person directly concerned with standards of pharmaceutical service, *YOU* can help inform your Representative of the need for such legislation.

REQUEST THAT HEARINGS BE HELD ON H.R. 10597.

NOXZEMA REPEATS SUCCESSFUL "VACATION NEEDS" PROMOTION FOR SUMMER 1960

"Safe in the Sun . . . with Noxzema Products"

An eye-catching, full color, one-piece floor stand display, holding Noxzema's popular trio of skin care products, is now available for summer selling. Included in this promotion, which was a top sales stimulator last season, are Noxzema's famous Skin Cream in the 2½ ounce and 6 ounce sizes, High Noon, the Suntan Lotion especially designed for week-end sun bathers, in a 3 ounce tube and 6 ounce squeeze bottle, and Nozain, the scientific first-aid formula that relieves sunburn, insect bites, itching, cuts and scrapes, in a 1¼ ounce tube.

The merchandise is all pre-priced and comes packed with the compact display stand in a single shipping case. Delivery is immediate.

There is a $4.50 installation and display allowance paid directly to the retailer by check from the Noxzema Chemical Company.

A full-scale advertising campaign on network television, including the Riverboat show on NBC, in major magazines, such as Good Housekeeping, Ladies Home Journal, McCall's, TV Guide, Glamour, Mademoiselle, on radio, and in important Sunday newspaper supplements will back up all the items in this promotion.

THEY
WENT
THAT-A-WAY...

Abbotts and Jane Logan DeLuxe Ice Creams travel from freezer to customer as fast as a cowboy draws his shootin'-iron.

If you want your cash register to have a spur-like jingle, jangle, jingle give **us** a ring at

EDMONDSON 6-4000

Abbotts ICE CREAM
Jane Logan DeLuxe ICE CREAM

ABBOTTS DAIRIES, INC.
45 S. CATHERINE ST.
Baltimore, Md.

TODAYS HEALTH BARGAIN FACTS

The alleged high costs of prescription drugs is today a primary topic in all homes and the market places of our nation.

Our industry is being pictured as a profit monster engaged in a great price gorge upon a defenseless public. The technique of the damning accuser based in many instances on half-truths may well serve to cause loss of confidence and mistrust upon an industry that through the years may well be proud of its accomplishment and purpose.

It is obvious that a need to present our story is a must if the public is to appreciate the facts:*

1. The average prescription in the U.S. in 1958 cost from $2.49 to $2.93
2. In 1958 Americans spent an average of $55 for alcohol, $34 for tobacco and $12 for prescription drugs
3. The average family spends more on automobile maintenance than that spent for drugs by 33 families
4. Life expectancy largely because of new drugs, has increased 10 years since 1929
5. The average family needs $750 worth of drugs in a lifetime—1/3 the cost of a small new car
6. Hospital stays have been reduced from 13.9 days to 8 days since 1958
7. Pneumonia in 1930 cost a patient $1,000 in care and drugs—Today $25
8. *Average profit of leading drug manufacturer in 1958 was 10-11%. Average profit of retail drug stores was 4.3 of gross sales—while required to carry hundreds of life-saving products to save his community at a minutes notice night and day, he provides a professional service to physician and public alike. The wholesale druggists' net in this period dropped .03 to an average of 2%, while he carried a tremendous stock from 1,100 manufacturers on hand. Each drug must be ready on hourly call from physician, druggist and hospital, all at a profit of 2%

Factual benefits in recent years:

A. Diphtheria has been reduced 94.7%.
B. Influenza-Pneumonia deaths reduced 75%
C. Child deaths from scarlet fever—strep—with cough and measles reduced 71%
D. Salk Vaccine reduced polio 80% (manufacturers risked 25 million on its success or failure)
E. 1,800,000 lives saved by antibiotics since 1940 . . . *all at costs* less per family than the cigarette or alcohol cost per year

Research spending in recent years has produced for Americans the highest record of health enjoyed by any nation of the world. *In 1958:

Eli Lilly spent	8.6%	of each sales dollar before taxes
S.K.F. spent	8.7%	of each sales dollar before taxes
Schering spent	8.5%	of each sales dollar before taxes
Upjohn spent	8.9%	of each sales dollar before taxes
Abbott spent . .	5.0%	of each sales dollar before taxes
Baxter spent	5.0%	of each sales dollar before taxes
Mead spent	4.9%	of each sales dollar before taxes

Out of every 10 products developed, tested, only one reaches the market to produce an average return of 10-11% to manufacturer—4.3 to the pharmacist and 2% to the wholesale druggist.

IS THIS EXCESSIVE PROFITEERING? ? ?

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*References: Medical Materia December 59, Lilly Digest-Wyeth Notes

Compiled by: Norman J. Longfellow, Pres., Spence McCord Drug Company, LaCrosse, Green Bay-Mankato

The March Toward Better Health

A Message from

Austin Smith, M.D., President,
Pharmaceutical Manufacturers Association

Your prescription is representative of thousands of effective medicinal products stocked—in anticipation of every need—in every drug store in America.

It is the product of researchers and manufacturers, a distribution system second to none, the skill of your doctor, the proficiency of your pharmacist.

Its cost, on the average, is virtually the same proportion of your income as 20 years ago. Yet look at some achievements of the prescription products which reach you through the business and professional members of the health team:

Pneumonia: In 1940—3 months' wages for you (or your survivors) to pay the hospital bill; 1960—*5 hours'* wages for an effective prescription, taken at home!

Whooping cough: In 1940—7,000 children died of it; last year, 310. The difference? Prescription drugs!

Polio: Mass production of vaccine has meant an 85% decrease in the number of new cases!

Diptheria: In 1946, 16,000 Americans were stricken; in 1959, fewer than 1,000!

Tuberculosis: In 1945, more than 50,000 persons died of it; today, with new drugs, the death rate is down 75%! In New York, the Public Health Service TB hospital is closing. Why? Too few patients!

You live longer: Chiefly because of the new drugs stocked in every pharmacy, 10 years have been added to the average lifetime in the past 30 years!

This is not to mention the immeasurable easing of suffering, speeding of recovery, gains of active and productive days in scores of nonfatal illnesses!

Day after day prescription drug manufacturers are spending more (about a fifth of a billion dollars this year) in research on new drug conquests:

To better treat mental illness

To arrest and cure cancer

To prevent heart disease

To control and cure arthritis

To improve nutrition

We are on the march toward better health!

Ed. Note: Why not clip this message out and post in a prominent spot in your pharmacy.

FDA LABEL WARNINGS

A new trade advisory service on label warnings for drugs and therapeutic devices available without a doctor's prescription was announced today by the Food and Drug Administration.

Today's Federal Register contains a compilation of such label warning statements for guidance of drug manufacturers in devising labels which meet the requirements of the Federal Food, Drug, and Cosmetic Act for "such adequate warnings . . . as are necessary for the protection of users."*

FDA said consumers can take advantage of this health protection only by reading carefully and following the directions for use on the label of drug products and by paying particular attention to the warning statements. Injuries in the home to small children can be prevented, the agency said, by heeding a general warning that all medicines including aspirin should be kept out of their reach.

Typical warnings tell:

. . . how to use a medication safely

Don't apply to broken skin

Do not exceed recommended dosage

. . . when not to use it

Do not drive or operate machinery while taking this medication

. . . when to stop taking it

Discontinue use if rapid pulse, dizziness, or blurring of vision occurs

SPOTLIGHT PRODUCT OF THE MONTH

STRIDEX

Featured in all BMPA Stores

WITH

Dial 123 *Live* Radio

Other warning statements help to answer the important question:

. . . Should I see a doctor?

If pain persists for more than 10 *days or redness is present, or in conditions affecting children under* 12 *years of age, consult a physician immediately.*

For convenience in bringing together all types of label warnings, the compilation includes warnings for which the wording is specified by law or regulation, FDA said.

FDA's Deputy Commissioner John L. Harvey pointed out that with relatively few exceptions—where the wording of a warning is specified by the law (habit-forming drugs) or by regulation (antibiotics)—it is the drug manufacturer who is responsible for choosing the language of the warning. Mr. Harvey said that the warnings published today

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* Sec. 502(f)(2) A drug or device shall be deemed to be misbranded unless its labeling bears . . . such adequate warnings against use in those pathological conditions or by children where its use may be dangerous to health, or against unsafe dosage or methods or duration of administration or application, in such manner and form, as are necessary for the protection of users.

TIME ALONE

IS

IRREPLACEABLE

DON'T

WASTE IT

CALVERT DRUG CO., INC.
901 CURTAIN AVE.
BALTIMORE 18, MD.

HOpkins 7-3609

merely state what FDA considers to be one way of complying with the law.

FDA said the new service should be helpful to any drug firm planning to begin distribution of an over-the-counter drug not previously in its line and should make it easier for all drug firms to review their labels, change those not appearing to meet legal requirements, and avoid possible future litigation.

Today's published warnings, the agency emphasized, do not cover all the over-the-counter drug products subject to label warning requirements. Additional warning or caution statements may be necessary. FDA will continue to advise individual manufacturers on specific labeling questions.

The compilation includes suggested warnings for more than 140 drugs or drug classes, including those for animal use, and several therapeutic devices. Although most of these warnings have not previously been published by FDA, they have been disseminated via trade correspondence and informal contacts with trade representatives seeking advice on labeling. Some have been announced in statements of policy or interpretation.

Beginning with those announced today, the warnings will be issued in a looseleaf service like that used to keep industry up-to-date on changes in the antibiotic and new drug regulations. Requests for this service may be made to the *Food and Drug Administration, Division of Public Information, Washington* 25, *D. C.*

MEDICINE FOR LONGER LIFE

Why do manufacturers of prescription drugs introduce hundreds of new medicines every year? One very important reason, the Health News Institute points out, is that the nature of disease changes with the changing pattern of our population.

For example, since 1950, the number of Americans over 65 has jumped from 12,000,000 to 15,000,000. And, population experts estimate that by 1970 the proportion of senior citizens among us will increase still further, while the percentage of Americans between the ages of 25 and 44 will decline.

Why does this change in the pattern of population call for new forms of medicine? Primarily because disease problems change from age group to age group. Take the case of heart disease. In 1956 more than 854,000 Americans died from some form of circulatory and heart diseases. Of these approximately 609,000 were over 65. This means that 42 of every 1,000 Americans over 65 died of circulatory and heart diseases, as compared with 1.6 deaths from circulatory and heart diseases per every 1,000 Americans under that age.

Cancer is another example of how disease patterns change with age. Although cancer strikes people at every age, it is particularly virulent among those over 65. In 1956 some 247,000 Americans died of cancer. Of these, about 130,000 were over 65, while 117,000 were under 65. Broken down, this meant that 906 of every 100,000 Americans over 65 died from some form of malignancy in 1956, while only 77 per 100,000 of those Americans under 65 died of cancer.

As a result of this changing pattern of age and disease, the HNI points out, American pharmaceutical manufacturers are diverting more and more of their research into the development of medicines for heart disease, cancer and the chronic ailments which beset us in old age.

For they feel it is not enough that Americans today live longer than ever before. Equally important is to make sure that these "golden" years of life are truly golden, free from the pain of cancer, the crippling of heart disease and arthritis, or the mental degeneration of senility.

WHEN YOU HAVE A CALL FOR THE

NEWEST ℞ **ITEM**

THINK OF THE

OLDEST **MOST EXPERIENCED FIRM**

DIAL PLAZA 2-0480

MUTH BROTHERS & COMPANY

123 YEARS OF SERVING PHARMACY

AFTER BUSINESS HOURS CALL THE SAME NUMBER PLAZA 2-0480
AND GIVE YOUR ORDER TO OUR ELECTRONIC SECRETARY

1959
NEW PHARMACEUTICALS

A statistical report of the new ethical pharmaceuticals marketed in the United States during 1959, as reported in *pharmIndex,* holds many surprises for practicing pharmacists and the drug industry in general. Probably most revealing are the figures which indicate the total number of new products to be far greater than previously had been reported and statistics which indicate that last year 2/3 of all such new products were marketed by manufacturers having less than full national distribution.

The report, based upon facts accumulated by the *pharmIndex* reference service during 1959, indicates 208 U.S. manufacturers marketed a total of 564 new ethical products during the year. This figure exceeds by over 40% the old industry rule-of-thumb "400 new products a year." It also far surpasses the totals of many other reports. The higher tally in the *pharmIndex* report reflects the special methods used by its publisher to secure complete reporting from all responsible U.S. manufacturers, whether large or small.

Introduced in 1958 by a publisher with over 20 years experience in the drug field, *pharmIndex* was created to meet needs felt lacking in all pharmaceutical references then available. One of these needs was proper attention to the products of smaller manufacturers—and the rather startling figures of the report validate this concept.

75% of all manufacturers introducing new pharmaceuticals in 1959 had less than full national distribution—and this group of manufacturers introduced 63% of all the new items released. These figures, as all in the report, concern only new ethical pharmaceuticals and include no new dosage forms, package changes or other variations of previously introduced items.

Any pharmacist who may have believed that knowledge of the products of the major manufacturers was sufficient will be shocked by the fact that only 1 out of 3 new pharmaceuticals came from the some 50 national firms in 1959. Dollar-volume figures show that products of manufacturers with national distribution figure heavily in drug sales. Yet, the *pharmIndex* statistics clearly confirm what a few key industry leaders have long proclaimed:—The products of local, regional and other manufacturers of less-than-national scope are of major importance to prescription pharmacists.

Examining the *pharmIndex* figures from the viewpoint of manufacturer productivity again emphasizes the long neglected importance of the smaller manufacturers. 63% of the U.S. manufacturers marketed only 1 or 2 new products yet these accounted for almost 1/3 of all the new items. Increasing the number of new products introduced

---

Now! **dependable**
Resinol ***also in***
Greaseless ***form***

FOR years, Mr. Druggist, you have known Resinol in the familiar white opal jar. You have stocked and sold this ointment (containing many fine ingredients in lanolin) confident of its quick relief for itching, burning skin irritation.

NOW, by popular demand we have added another product—RESINOL GREASELESS. It contains the same fine Resinol medicants, combined in a *greaseless, stainless washable* base—and it's packaged in a handy tube.

Sell RESINOL GREASELESS this summer to take the *burn* out of *sunburn*. Cools flaming skin—helps prevent blistering—so pleasant to use. Wonderful for itching of ivy poison, insect stings, chafing, eczema.

Order from your wholesaler

RESINOL CHEMICAL COMPANY
Baltimore 1, Maryland

TOASTCHEE
LANCE

"HEY JOE!
they cleaned
us out again"

That Lance man stops here every week, but no matter how much stock he leaves, it just doesn't seem to be enough. Folks really go for those tasty Lance snacks.

They're advertised

LANCE

CHARLOTTE, N.C.

All the Features you'd choose yourself!

FLAVOR-IZED
FLARE-TOP
ICE CREAM CONES

TOPS with ice cream . . . TOPS in ice cream cones . . . you and your customers will "go" for Flavor-ized Flare-TOPS. If your regular wholesaler can't supply you, write or phone:

MARYLAND BAKING COMPANY
1200 South Eutaw Street, Baltimore, Md.

FLARE-TOP
CAKE
Flavor-ized
ICE CREAM CONES
PROTECTED QUALITY-DISTINCTIVE FLAVOR
TOPS

to 3 raises the figure to include 76% of the manufacturers.

In these days when the drug industry is being subjected to some very unwarranted negative publicity, several of the *pharmIndex* statistics are worthy of everyones attention. Only five U.S. manufacturers (2.4% of those introducing new products this year) marketed 10 or more new pharmaceuticals and these five firms introduced just 10% of all new products. The most productive companies were two firms each of whom introduced 15 new products. These two "giants of the industry" each produced only 3% of the new ethical pharmaceuticals of the industry.

At a time when our nation needs its full vitality and productivity to meet the challenge of communism, many of America's vital industries are failing to meet their responsibilities. Often they are victims of a decay which has resulted from monopoly in the industry. Contrastingly, the drug industry is rising to meet the challenge with the vigor of an industry alive with the traditions of the American competitive economic system. Obviously, monopoly does not exist in an industry whose "giant" produces only 3% of its total new products. Obviously, an industry in which 2/3 of all new products are marketed by smaller manufacturers is alive—with both cooperation and competition.

As the *pharmIndex* report indicates, the drug industry has a right to be proud of—and should call public attention to—an industry-wide attitude of cooperation in matters of the public good and national welfare, sparked by the American tradition of competition in business.

The *pharmIndex* reports of new pharmaceuticals of all U.S. manufacturers are published twice-monthly by Skyline Publishers, P. O. Box 1029, Federal Station, Portland, Oregon. *pharmIndex* features a monthly cumulative index which lists all new pharmaceuticals of the last 12 months according to their therapeutic uses, chemical components, manufacturer and trade name. The service also includes a monthly report on the drug chemistry of new and older products and information on important new products undergoing clinical testing. Subscription is $24 a year and is available from leading drug wholesalers as well as the publisher.

DON'T QUIT

When things go wrong, as they sometimes will,
When the road you're trudging seems all uphill,
When the funds are low and the debts are high,
And you want to smile, but you have to sigh,
When care is pressing you down a bit—
Rest if you must, but don't quit.

Life is queer with its twists and turns,
As every one of us sometimes learns,
And many a fellow turns about
When he might have won had he stuck it out.
Don't give up though the pace seems slow—
You may succeed with another blow.

Often the goal is nearer than it seems
To a faint and faltering man;
Often the struggler has given up
When he might have captured the victor's cup;
And he learned too late when the night came down,
How close he was to the golden crown.

Success is failure turned inside out—
The silver tint of the clouds of doubt
And you never can tell how close you are,
It may be near when it seems afar;
So stick to the fight when you're hardest hit—
It's when things seem worst that you musn't quit.

Richard Cardinal Cushing
Archbishop of Boston

The
Burrough Bros.
MANUFACTURING CO.

Quality
Pharmaceuticals
Since 1863

123 MARKET PLACE
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go together

Delicious Austin varieties just naturally go-with all fountain drinks . . . to increase your unit sale. Boosts your volume, too, because Austin quality means faster turnover, repeat business, more profit!

Austin's®
Peanut Butter Sandwiches
Cookies & Snack Varieties

Austin's
CHEESE PEANUT BUTTER SANDWICHES
Austin's
CHEESE PEANUT BUTTER SANDWICHES

Austin's
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ADD

TO YOUR CIGAR DEPARTMENT

AND SCORE A HIT . . .

America's Favorite Cigars

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KEEP THESE FINE CIGARS IN YOUR LINE-UP

Daniel Loughran Company, Inc.

DISTRIBUTORS

Baltimore — Hagerstown — Washington

NOW YOU CAN SERVE HOT IN-FRA-RED TOASTED SANDWICHES WITHOUT EQUIPMENT OR LABOR COST!

A NEW NATIONAL SERVICE, Stewart In-Fra-Red, Inc., will provide you with a Stewart In-Fra-Red cookery and fresh cellophane wrapped sandwiches delivered regularly to your store. Placed in the cookery, the sandwiches are toasted in three minutes by modern efficient in-fra-red cooking. You serve the sandwiches to your customers sanitarily wrapped in cellophane.

WHAT DOES THIS COST YOU . . . NOTHING . . . not one penny for equipment, lease, or hidden charges. All you do is purchase a minimum of sandwiches each week (the quantity decided by you). Your Stewart In-Fra-Red Commisary furnishes you with the attractive Stewart In-Fra-Red Cookery and delivers fresh sandwiches of choice ingredients made with the complete approval of your Board of Health. Attractive metal menu signs also furnished.

THIS NEW IDEA . . . originated by Stewart In-Fra-Red, Inc., . . . is in over 15,000 fountain and food service concerns in cities from coast to coast. Every Stewart In-Fra-Red Commisary is an established local business. You may consult your Chamber of Commerce, Dun and Bradstreet, and Better Business Bureau.

Call or write for a free demonstration:

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BALTIMORE 23, MARYLAND
Gilmor 5-4129

APhA SECRETARY SUGGESTS THREE STEPS TO GREATER PROFESSIONAL STABILITY

Dr. William S. Apple, Secretary of the American Pharmaceutical Association, offered a three-point approach to help insure the future of American pharmacy. In an address before the annual convention of the American College of Apothecaries in Bal Harbour, Florida on February 15, 1960, Dr. Apple called on all specialized groups in pharmacy to band together for their mutual benefit in the interest of public health.

To effect greater professional stability for the days ahead, Dr. Apple presented a three-point approach:

1. There must be an immediate *campaign to bring all pharmacists into membership* in their national professional society, *the American Pharmaceutical Association,* as well as into the organizations representing their specialized interests.

2. There must be developed *a coordinated communications system* so that the abilities and potential we have individually will produce the maximum results *for the whole of pharmacy.*

3. Groundwork must be laid for an accepted *physical focal point for pharmacy,* such as the American Institute of Pharmacy.

Elaborating on his three-point program, Dr. Apple paid tribute to the professional standards of the American College of Apothecaries, but emphasized that its members, as well as the members of the other specialized groups of pharmacy, were "paying the freight for the freeloaders of the profession who not only receive the benefits of organized efforts, but diminish the prestige of the profession by reneging on their responsibilities."

Turning to the need of a more coordinated system of communications, Dr. Apple pointed out that the public and legislative bodies of our nation are confused as to who is the real spokesman for pharmacy as a whole. He em-

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Miniature Chocolates

SCHRAFFT'S®
CHOCOLATES

Feature the candy that creates quick turnover and repeat business. Profit by the ever-growing demand for Schrafft's—recognized by candy-lovers everywhere as supreme in quality and flavor.

It pays to promote Schrafft's Chocolates!

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phasized, however, that what he was proposing "is not simply greater power for APhA. . . . There must be representative opinion. . . . There must be room for dissent. But we should not become so individualized that dissent deteriorates into noise and no action."

Calling for the establishment of a physical focal point for pharmacy, Dr. Apple noted that Dr. Robert Swain in his 1934 APhA presidential address had made a similar plea. Dr. Swain had said "a magnificient plant has been provided and is now ready for the best possible use. Every group devoted to the professional advancement of pharmacy should center its activities here. These groups would immediately find themselves more closely in touch with national thought. They would become in every sense of the word the national authorities in their respective fields."

"The three areas", Dr. Apple concluded, "are those which I believe are fundamental today. Those to which we must direct our immediate attention."

ON THE COST OF DRUGS

Charges that the drug industry showed the highest degree of concentration seen in any industry are "errant nonsense," John T. Connor, president of Merck & Co., Inc., told security analysts.

"The best protection the public has against profiteering is not headline charges but competition," Mr. Connor said.

He told the San Francisco Society of Security Analysts that the ethical pharmaceutical industry is so competitive that the largest company had less than 8 per cent of the market in 1959, according to a recent survey.

"At the head of the parade is Eli Lilly," Mr. Connor said. "Lilly doesn't have 50 per cent, or 25 per cent or even 10 per cent of the market. It has less than 8 per cent. Close behind in second place is Upjohn. SKF is third. Lederle and Parke, Davis are fighting for fourth. Wyeth and Merck Sharp & Dohme are racing for sixth place with less than 5.5 per cent each. Then follow Squibb, Abbott and Pfizer."

The ten leading companies, he indicated, accounted for only 53 per cent of the industry's sales at the retail and hospital pharmacy level in 1959.

"Every month, more capital, more enterprises and more research laboratories are enlisting in this industry's competitive war against diseases," he continued. The rule of survival in this competition, he said, is "make new and substantial contributions to American medicine year after year or get out, or at least lose your competitive standing."

As an example of the unusual rate of discovery and obsolescence the industry is generating in its research laboratories, Mr. Connor pointed out that 80 per cent of the prescriptions written during the third quarter of 1959 for Merck products "could not have been written ten years ago; the drugs had not yet been born."

"Let us, however, keep this fact in mind," he commented; "a high rate of change and obsolescence is costly. Many of our citizens are balking right now at the price we would have to pay to catch up with the Soviet Union's rate of discovery in the race for space. And the reason why the Russians have allowed us to blank them out completely in the international competition for new drugs is because they did not want to foot the bill. The United States has now drawn so far ahead in pharmaceutical research that it will take the Soviets more than ten years and more than a billion dollars to close the gap."

The Merck president said that one of the reasons people complain about the high price of drugs is because they are spending more for health care and drugs than ever before and erroneously assume that this is entirely due to higher prices. The facts, he commented, "show the reverse to be true." A recent analysis, he explained, revealed that if pharmaceutical prices had risen as fast as other prices in the last twenty years, drugs would cost the consumer at least another billion dollars a year.

"The American people are spending more and more for drugs because they find that these drugs are more and more useful," he said. "I wonder if there is a single other industry that can show a record of comparable growth based on matching the needs of the public through the products of research.

"I am proud of the fact that our industry has done such a good job to date of holding the level of prices, despite inflation. Our next job will be to see if we can find a way to reduce that level."

"I predict we will continue to be successful. I predict we will be so successful, in fact, that no other industry in the country will be able to match our record during the next ten years on two counts: First, the development rate of new and useful products, and second, savings to the consumer."

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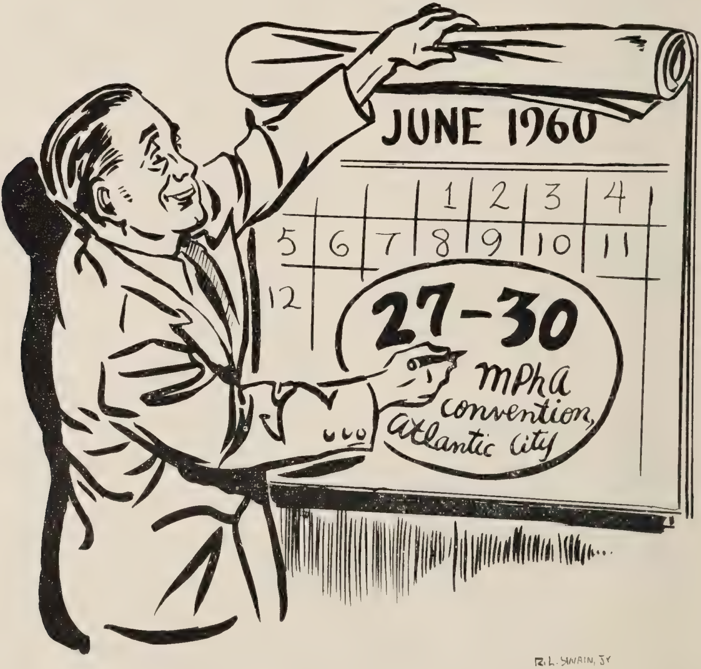

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ICE CREAM

The dew-fresh flavor of luscious, red, ripe strawberries striped with rich, creamy Marshmallow Topping. It's everybody's springtime favorite.

Always good taste . . . always a complete selection of quality flavors and a wide variety of novelties, decorated slices and ice cream molds for special occasions.

Always Good Taste

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THE SCHAFER - PFAFF CIGAR COMPANY

630 S. WOLFE STREET — BALTIMORE

FOOD AND DRUG ADDITIVES

Foods such as milk, eggs, sugar, tea, and cocoa were among thirty-four substances cited as having been made to cause cancer under special circumstances in laboratory animals. These substances contain harmful chemicals in such minute quantities, however, that they are found to be safe in man.

A scientist testifying before congress for the pharmaceutical industry said that if everything that has been made to cause cancer in laboratory animals were eliminated from use, life would be virtually impossible. He noted that not only foods, but sunlight and clothing fabrics can be made to cause cancer in the laboratory.

Dr. Thomas P. Carney used this as an extreme example in illustrating the restrictions of the so-called cancer clause, or Delaney amendment, in a pending House bill concerning the use of color additives in food, drugs, and cosmetics. He is chairman of the Pharmaceutical Manufacturers Association's Committee for the Study of Carcinogenic Substances and was appearing before the House Interstate and Foreign Commerce Committee.

Dr. Carney, who is Vice-President in charge of Research, Development and Control for Eli Lilly and Company, of Indianapolis, said that the inflexible provisions of the Delaney amendment prevent the use of many substances which are safe and highly beneficial to society. Also, he said, research in developing new chemicals to improve agricultural production is stifled, threatening the adequacy of the food supply for tomorrow's expanding population.

Dr. Carney also said that this rigid amendment eliminates the element of scientific judgment in evaluating additives in food, drugs, and cosmetics. Thereby, it takes the job of establishing safe limits for chemicals out of the hands of the Food and Drug Administration, where it rightfully belongs.

He urged Congress to avoid rigid legislative edicts and to permit the F.D.A. to apply careful scientific judgment in ruling on the safety of specific chemical additives. He noted that the Delaney amendment was not included in the color legislation which has passed the Senate.

The Pharmaceutical Manufacturers Association proposed a modification in the Delaney amendments as it now appears in the House color additives bill and in the Food Additives Act enacted in 1958. This amendment would then read, in part:

> A color additive shall be deemed unsafe . . . if the additive is found in amounts and under conditions reasonably related to the intended use to induce cancer when ingested by man or animal. . .

This modified wording would permit the F.D.A. to consider all additives in the light of their dosages and actual conditions of use.

In illustrating the unrealistic restrictions of the cancer clause, Dr. Carney cited that case of diethylstilbestrol. This synthetic chemical has been widely used in human medicine for twenty years and is fed to approximately 75 percent of cattle in feed lots to improve weight gains.

He pointed out that before the Delaney amendment was enacted stilbestrol was cleared by the F.D.A. on six occasions for six different uses after this agency examined volumes of scientific information submitted. Dr. Carney stated that, even when the most sensitive analytical tests are applied, no residues of stilbestrol can be found in the meat produced. Yet, he said, because stilbestrol can be made to cause cancer under unusual laboratory conditions in a few species of animals, additional uses in agriculture are now prohibited by the Delaney amendment. The chemical can be used now only

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"THE CANDY OF EXCELLENCE"

NATIONALLY ADVERTISED

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Accepted By Pharmaceutical Profession Since 1890

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156-158 Tillary Street
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Manufacturers of

DRUG SPECIALITIES

Stearns and Patch Private Label Formulas
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Neo Hist Nasal Spray—Neo Hist Capsules & Tablets
Thriocain Lozenges—Nervtabs—Gum Jel

Represented by

I. M. (Irv.) Fischer, Jr.
7236 Park Heights Avenue
Phone FL. 8-1033
Baltimore 8, Maryland

because clearances were granted before the amendment's enactment.

To demonstrate the value of stilbestrol to the nation's economy, Dr. Carney calculated that without this chemical farmers would have had to produce 360,000 more beef cattle in 1959 to provide the same amount of meat produced with this additive. This would be enough beef to feed 2½ million persons for a year.

BH&G SPRING BOOK PROMOTION TO FOCUS ON DRUG STORES

The family druggist will hold the center of attention in the major Spring promotion for Better Homes & Gardens books.

This second annual Salute to Druggists is designed to foster good will toward the pharmacy profession "for supplying us with products that make life healthier and happier."

More than 7,000 druggists regularly handle the 15 Better Homes & Gardens titles. Chain and independent drug stores throughout the nation, as well as drug departments in chain stores, are scheduled to tie-in with the retail promotion.

The promotion, "Here's To Your Family Druggist," will begin March 24, when the April issue of Better Homes & Gardens magazine goes on sale. A 1½-page announcement ad in the April BH&G will cite the importance of the druggist's role in aiding better living.

Druggists will join the promotion by using a special display carton containing 11 Better Homes & Gardens books geared for spring sales. In each carton are: Three copies of the Better Homes & Gardens New Cook Book, two Holiday Cook Books, and one each of the Baby Book, Flower Arranging Book, House Plants Book, Handyman's Book, Garden Book, and Story Book.

This carton repeats the promotion theme, and is accompanied by four-color shelf hangers and posters for in-store display.

WORTHY OF NOTE

"Retail pharmacists must capitalize on their selling advantages in order to hold their customers," Jack W. Cox, manager, McKesson Laboratories wholesale sales, said in a speech on February 17 before the School of Pharmacy, Alabama Polytechnic Institute, Auburn, Alabama.

"Also, the retail pharmacist can successfully incorporate certain supermarket techniques in his merchandising.

"The supermarket's basic sales principle of display of the fastest-selling products in the highest-volume department in the hottest spot in the store should be applied to drug selling," he said.

Mr. Cox said that druggists have four very important characteristics in the competitive battle for customers:

1) Convenience in longer hours and better locations.

2) Complete stocks, with druggists providing the slow-movers as well as the fast-sellers.

3) A friendly atmosphere, one where customers enjoy shopping.

4) A high measure of public confidence, stemming from the druggists' respected position in the nation's health team.

"Advantages like these—and the added sales attraction of certain traditional drug store departments, mean business success for the retail druggist.

"For instance, supermarkets have not, despite their efforts, made a mark on the field of drug store sundries. And, drug stores have shown a steady growth in this field over the last 10 years, with sundry volume increasing to over 16% of total store sales from the 6% of 10 years ago."

F. A. DAVIS & SONS, INC.

**MERCHANDISE YOUR CIGAR DEPARTMENT
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PITT'S Sundae Toppings and Syrups

SCHRAFFT'S CANDY

Ask about our "NEW DAY CIGAR STAND" plan

**119 SOUTH HOWARD STREET
Baltimore 1, Maryland**

MU lberry 5-8240

Elsie has a song in her heart, for she is happy to help Borden dealers sell MORE ice cream. Will you let her do this for you?

Borden's
ICE CREAM
ORleans 5-0171

FIRST AID for throat irritations

THANTIS Lozenges, the original anesthetic, antiseptic throat lozenge, is still *the leader in its field.*

THANTIS gives better relief than its many imitations because it contains Saligenin, a mild, non-irritating local anesthetic which relieves soreness.

THANTIS contains Merodicein, a highly effective, long-lasting antiseptic which combats infection.

THANTIS does not contain an antibiotic and cannot cause unpleasant side reactions in the mouth.

THANTIS has been a household word for twenty-eight years and its effectiveness and safety are backed by extensive clinical and lay use over this period.

THANTIS Lozenges *displayed* at point of sale bring big returns for a *little space.*

Supplied in packages of one dozen vials of 12 lozenges each.

Thantis
LOZENGES

Thantis LOZENGES
First Aid for Throat Irritations
THANTIS LOZENGES
12 TUBES
For Throat Irritations
THANTIS' LOZENGES

HYNSON, WESTCOTT & DUNNING, INC.,
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HWD

Good-Will Representative

That's exactly what a top quality product is, because it creates a favorable attitude for the manufacturer and also for the dealer who sells it.

Hendlers Ice Cream is a perfect example.

HENDLERS GOOD OLD-FASHIONED ICE CREAM. HENDLERS
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ICE CREAM. HENDLERS GOOD OLD-FASHIONED ICE CREAM.

Hendlers
The Velvet Kind
ICE CREAM

THE MARYLAND PHARMACIST

PRACTICAL • PROGRESSIVE • PROFESSIONAL

VOLUME XXXV APRIL, 1960 No. 6

BALTIMORE REGIONAL MEETING

MARYLAND PHARMACEUTICAL ASSOCIATION

CHESTNUT RIDGE COUNTRY CLUB
FALLS ROAD, LUTHERVILLE, MD.

Thursday, May 19, 1960

Published Monthly by the
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Subscription Price $2.00 the Year
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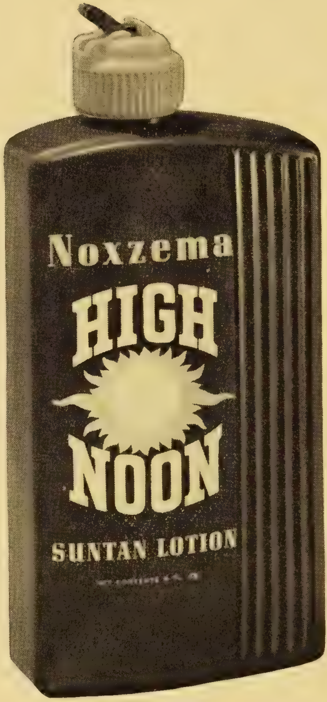
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HIGH
NOON
SUNTAN LOTION

★ Three popular sizes: 3 oz. tube, 89c; 6 oz. plastic bottle, $1.45; 12 oz. plastic bottle, $2.45. Stock now for quick summer profits.

NOXZEMA CHEMICAL COMPANY

THE PLIGHT OF THE PHARMACIST WHO TOOK UP JUGGLING

He wasn't born a juggler, and he didn't go to the College of Juggling . . . but he thought he could keep four balls in the air just the same.

One ball was labeled *pharmacy*. He knew how to handle this one.

Then he took on a cellar full of bargain buys and tossed up a second ball labeled *warehousing*.

He got so many invoices from his many suppliers that he had to juggle a third ball . . . one marked *bookkeeping*.

And, when his capital became tied up in inventory, he was forced to deal with still a fourth ball . . . *banking*.

So he juggled and juggled . . . and when he tried to keep four balls in the air at the same time, he found he couldn't maintain a good grip on any one of them.

Lilly

Moral

The Lilly policy of distribution recognizes that the pharmacist's task is the practice of pharmacy. Warehousing, elaborate bookkeeping, and large inventories are properly the wholesaler's responsibility.

You can keep a firmer grip on the ball marked "pharmacy" by tossing the others to your nearby Lilly service wholesaler. A phone call to him brings fast-moving, profit-assured items that won't languish on shelves and tie up working capital.

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CALADRYL
Calamine-Benadryl® Lotion
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CALADRYL®
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Calamine and Benadryl® Hydrochloride Lotion

*in the new squeeze bottle
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All summer long, customers suffering from mild sunburn, insect bites, prickly heat, and other warm-weather skin irritations will ask for CALADRYL. This outstanding product enjoys a lucrative summer market because its soothing, antipruritic-antihistaminic action gives prompt relief. CALADRYL is convenient and pleasant to use . . . resists rubbing off but washes off easily. CALADRYL'S new squeeze bottle and colorful counter unit will bring an even faster turnover. Stock and display this eye-catching unit up front for peak profits this summer. ☐ CALADRYL Lotion in 6-oz. glass bottles and 80-cc. plastic squeeze bottles; CALADRYL Cream in 1½-oz. tubes.

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The Maryland Pharmacist

MARYLAND PHARMACEUTICAL ASSOCIATION
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SAratoga 7-0746

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... Editorial ...

WELCOME FELLOW PHARMACISTS

We extend hearty congratulations and best wishes to the 1960 graduating class in Pharmacy, U.S.A. We extend particular greetings and welcome to the graduating class of the University of Maryland School of Pharmacy. We hope for each and everyone of you, a successful career no matter what line of endeavor you choose to follow.

Pharmacy is a time-honored profession. Those who have gone before us have laid a solid foundation of usefullness which has earned us the utmost of respect from the community we serve. We of the present must cherish our heritage and build for the future so that posterity shall some day look upon us with pride and honor in the same light as we reflect upon our forebearers.

The practice of Pharmacy is good to those who are good to Pharmacy. It should never be looked upon as a "love's labor lost." Those who have chosen unwisely, or who have found themselves unsuited to the calling, should adjust themselves rather than follow a course of criticism and condemnation the rest of their lives resulting in a life of unhappiness and misery.

Indeed, Pharmacy has its faults and problems. What hasn't? On the whole, however, it is a gratifying vocation. Aside from its dedicated service to the health and welfare needs of the community, Pharmacy offers many opportunities in its diversified practice—research, teaching, selling, management, administrative, writing—all specialties and challenging within themselves. The field is wide open with opportunities galore for those showing initiative, ambition and an aptitude to work. The starting remuneration is not bad either considering other professions and the fact you do not have to stand in line to get employment.

Upon graduation, graduates of the University of Maryland School of Pharmacy were given complimentary memberships in the Maryland Pharmaceutical Association, the Baltimore Metropolitan Pharmaceutical Association, and the Alumni Association for the balance of the calendar year. Those memberships entitle the holder to all the rights and privileges of the Associations named. These memberships should not be taken lightly. Organization activity is a must in these changing times. Local, State, and National pharmaceutical associations can well serve as perpetual extension courses in your chosen field. Daily advances in Pharmacy demand constant education. An informed public is also demanding.

As a member of the family pharmaceutic you will learn, as time goes on, that loyalty and devotion to the cause of Pharmacy will be rewarding. You will experience a true sense of satisfaction in knowing that you are giving your conscientious best in the performance of your duties as a trusted member of the health team, entrusted with the ministration of health-giving drugs and supplies to both the well and the sick.

Associates, both fellow-pharmacists and employer, are alert to recognize effort and loyalty. He who measures his efforts and limits his duties is also limiting his progress. Promotions, salary increases, bonuses and fringe benefits unquestionably come to those who are deserving of it. *Sow well and ye shall reap a bountiful harvest of success.* The adoption of good habits in the young formative stages of a career is a sure formula for a full and rewarding life.

The office of both the Maryland Pharmaceutical Association and the Baltimore Metropolitan Pharmaceutical Association stand ready to assist you at all times. Feel free to avail yourself of these services at all times without hesitation.

TRIPLE FRUIT SHERBET

A gay trio of fruit flavors . . . orange, lemon and lime combine to tickle your palate with typical Delvale goodness.

Delvale
ICE CREAM

Always good taste . . . always a complete selection of quality flavors and a wide variety of novelties, decorated slices and ice cream molds for special occasions.

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Quality tobacco, competitive prices and smoker preference by a generation of Marylanders make these famous brands belong on display in your cigar department.

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For a new experience with quick moving, fresher and preferred cigars . . . in boxes and five packs, call today.

THE SCHAFER - PFAFF CIGAR COMPANY
630 S. WOLFE STREET — BALTIMORE

PRESIDENT'S MESSAGE

Dear Fellow Pharmacists:

Each day now brings me a little nearer to the time when I turn over the gavel of my office as your president, which to me, has been the symbol of being your leader. As convention time approaches I know most of the committees are rushing to complete a project, or a program, they had adopted for this past year and I hope they are all successfully concluded. If any of you as members have any thoughts you wish conveyed to any of the committees, please contact the respective chairmen or myself and I am sure they will be given consideration.

I hope you all are considering nominations for your officers and executive committee for the coming year and will make your thinking known to the Nominating Committee.

Please be sure you forward all resolutions you would like submitted at the convention to Dr. Noel E. Foss, Chairman of the Resolutions Committee, so that this committee can have most of the resolutions in proper form before the convention. It is quite a problem for the committee members to do all this work at the convention and still be able to benefit from the other business and social functions, so I am sure they will appreciate your early cooperation.

The Legislative Committee is again actively engaged in the project of new Pharmacy Laws for Maryland. I know that many of you, who last year thought our present laws were adequate, have changed your minds. Newer and stronger laws are needed for the preservation of the profession of Pharmacy as well as for the protection of the public health and welfare. When the committee completes its work I hope you will give the results your deepest attention and either approve or disapprove, thinking only of the benefits to all of Pharmacy and not any small segment or group.

See you all on May 19th at the first Baltimore Regional Meeting, and most certainly at the convention in June.

Regards

GORDON A. MOUAT
President

WORTHY OF NOTE

Morris L. Cooper appeared on the Original Amateur Hour on March 21st in recognition of his collection of rare pharmaceutical and apothecary antiques as well as his numerous interesting window displays . . . **Murray Greenberg**, School of Pharmacy, University of Maryland 1959 graduate, is engaged to Rhoda Isleen Berger. The wedding will take place next September . . . From **Nathan Held Abrahams** comes a nice note renewing his membership in the Association and advising he is now a resident of Elizabeth, New Jersey . . . **Abbott Laboratories** have two excellent pamphlets available for consumer distribution: "So You're Going On A Diet" and "Vitamins For Your Family—A Guide To The Intelligent Use Of Nutional Supplements" . . . **Prescriptions** filled in 1959 up 8.6% while dollar volume was ahead 10.4% over 1958, according to Drug Topics . . .

Something Special?
S
SEALTEST ICE CREAM
Yes!

Sealtest Ice Cream

Begin with ice cream . . . *everyone* loves it. Make it Sealtest, and you're in. That's because customers just naturally cluster whereever Sealtest ice cream is displayed and sold. Not only do they go for Sealtest's extra special flavors, but they make everyday specials out of those perennial favorites like Sealtest vanilla, chocolate or strawberry. Remember, too, Sealtest ice cream is nationally advertised. It's pre-sold which means it turns over faster, brings in the profits faster. Sell the ice cream that's always "something special." Sealtest!

Sealtest
TRADE MARK

FEATURE THIS
EXCITING
SPECIAL FLAVOR

**WESTERN
CARAMEL ·
ALMOND**

AT YOUR
FOUNTAIN AND
FOR CARRY-OUT
CUSTOMERS

. . . Fair Trade News . . .

SECRETARY JOSEPH COHEN DISCUSSES FAIR TRADE WITH MARYLAND CONGRESSMAN JOHNSON

Quoting Congressman Johnson:

"An all-out effort is needed to sustain small business enterprises in our Nation. Recent hearings before the House Small Business Committee have revealed that discriminatory pricing practiced by huge corporate concerns has eliminated many small independent businesses. There was evidence that certain giant concerns were selling at unreasonably low prices in some sections of the country while holding their prices high in other areas. In so doing, it was shown that they destroy the small independents and create monopolies to the detriment of the consumers."

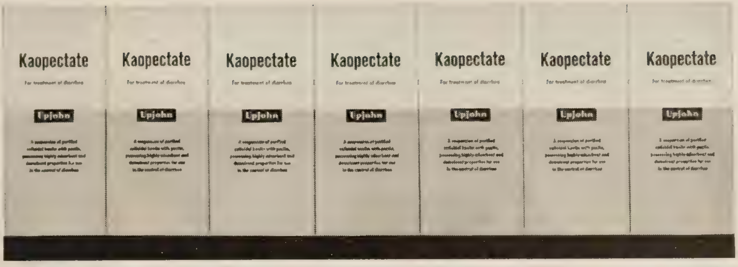
FAIR TRADE RALLY

Secretaries and presidents of state, metropolitan city, local and county pharmaceutical associations, participated in a discussion on the national Fair Trade Bill, under the auspices of the National Association of Retail Druggists at the Mayflower Hotel in Washington, D. C. on March 25th.

Gordon A. Mouat, president, Maryland Pharmaceutical Association; Simon Solomon, chairman, Fair Trade Committee; and Joseph Cohen, secretary, represented Maryland at the rally.

The meeting began at 9:00 A.M. with a detailed explanation of the Bill (H. R. 1253) and amendments to the Bill by Herman Waller, counsel for the N.A.R.D.

Agreement was reached on a series of twelve amendments to the measure which are designed to overcome the objections from state righters and to enlarge the base of support for the Bill by bringing in gasoline service station


Kaopectate
For treatment of diarrhea
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BEST SELLER

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For treatment of diarrhea
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KAOPECTATE*

Supplied in 6 fl. oz. and 10 fl. oz. bottles

*TRADEMARK, REG. U. S. PAT. OFF.

Kaopectate is recommended by doctors
more often than *any* other antidiarrheal agent.
It pays to display and push
the brand your customers *know* and *trust*.

Upjohn

The Upjohn Company
Kalamazoo, Michigan

operators, the oil industry, book publishers, electrical appliance manufacturers, and others.

An amendment corrects the McKesson Robbins decision by the Supreme Court. The amendment eliminates this situation by permitting a manufacturer to Fair Trade his own products, even if he resells the products of another manufacturer. The amendment also extends this to manufacturers who also sell at retail.

The states rights amendment permits a legislature to remove an individual state from the Fair Trade system by enacting specific legislation to this effect.

The rest of the morning and afternoon was devoted to visiting members of the House of Representatives. Although most of the Maryland Congressmen had left Washington for the weekend, we visited several offices. We had cordial and constructive conferences with Congressmen Foley and Johnson, the only two Maryland Congressmen still in Washington at the time.

The N.A.R.D. entertained Senators and Congressmen with buffet refreshments in the evening. This gave association representatives an excellent opportunity to continue their efforts in behalf of Fair Trade.

We learned, in visiting the offices of the Maryland members of the House of Representatives that they had received numerous letters and telegrams as a result of the Fair Trade Bulletin mailed by the Maryland Pharmaceutical Association prior to the Washington rally. You are to be complimented on your prompt response. To those who have not written—it is not too late to do so. Please write.

VIRGINIA FAIR TRADE INJUNCTIONS

The first injunctions under the new Virginia Fair Trade Act were obtained late last week by E. R. Squibb & Sons, Division of Olin Mathieson Chemical Corporation. Ninety day temporary injunctions enjoining the Dart Drug Corporation and G.E.M., Inc., from selling Squibb products at less than Fair Trade minimum prices were granted by Judge William P. Woolls of Alexandria Corporation Court.

George S. Squibb, assistant director of sales for the drug firm, stated that "The legal action we have brought against these companies is solid evidence of Squibb's determination to enforce our Fair Trade minimum price schedules. We have always believed in and actively supported Fair Trade resale prices. We shall continue," the pharmaceutical executive said, "to enforce the schedules of proper minimum resale prices wherever and whenever such Fair Trade schedules are being violated."

In 1959, Squibb revealed his company won approximately 30 permanent injunctions and obtained six orders finding defendants in contempt of injunctions in states whose laws provide for enforcement of minimum resale prices schedules.

COURT BARS TWO GUYS FROM HARRISON FROM VIOLATING FAIR TRADE PRICES

All thirteen New Jersey stores owned by Two Guys From Harrison have been enjoined by the courts from violating the fair trade prices established by Johnson & Johnson, according to a permanent injunction granted by Superior Court Judge John Grimshaw, Jr., in Chancery Division, Passaic County. The court also ordered the chain to pay the cost of the suit.

The suit was brought against Two Guys From Harrison by the manufacturer of surgical dressings, baby and allied products for violation of prices pursuant to the New Jersey Fair Trade Act.

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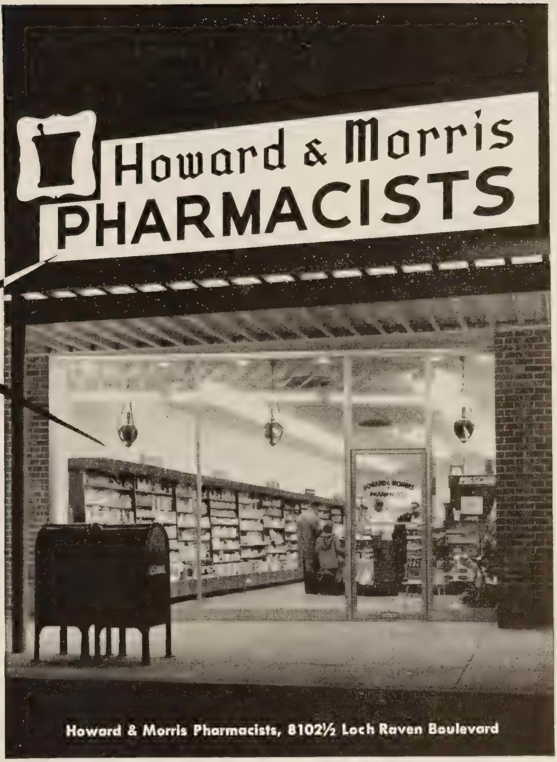
OUR ADVERTISERS
THEY ARE OUR FRIENDS

GOOD LIGHTING



Howard & Morris Pharmacists, 8102½ Loch Raven Boulevard

sets the scene for **MORE SALES**

Up-to-date STORE FRONT and SIGN LIGHTING are among the most effective business builders you can use. They make a store stand out invitingly. They identify. They advertise. They attract trade—bring customers through the door and right to the point of sale. That keeps cash registers jingling.

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BALTIMORE GAS AND ELECTRIC CO.

FAIR TRADE STICKER NOTICES

CHATTANOOGA MEDICINE CO.—Page 14-C

Item	F.T.M.
Soltice—1½ oz.	.69
Soltice—3¾ oz.	$1.38

AR. WINARICK, INC.—Page 102-A

301—Cuticle Scissors	$2.50
214(VP828)—Cuticle Scissors	2.50
314(VP896)—Cuticle Scissors	2.75
304—Cuticle Scissors	3.00
305—Cuticle Scissors	3.25
337—Nail Scissors	2.75
1065—Cuticle Scissors	4.75
1072(VP884)—Cuticle Scissors	4.75
9(VP834)—Nail Clip	.29

These prices effective April 15, 1960

PHARMA-CRAFT CO.—Page 76-A

Fresh Roll On	.79

POLK MILLER PRODUCTS—Page 78-A

Sergeant's Sure Shot Capsules	$ .88
Sergeant's Puppy Capsules	.88
Sergeant's Tapeworm Medicine	.98
Sergeant's Skip Bath	.88
Sergeant's Dry Cleaner	.98
Sergeant's Tonic Pills	.98
Sergeant's Laxative Tablets	.98
Sergeant's Eye Wash	.98
Sergeant's Ear Creme	.98
Sergeant's Cough Medicine	.98

THE STUART COMPANY—Page 95 B

New Items	F.T.M.
Mylicon Tablets—100's	$2.75
Stuart Instant Vita-Drink Powder — Cherry-Grape-Orange—4.5 oz.	1.80
Amvicel-X (10) Tablets—100's	7.95
Amvicel-X (10) Tablets—500's	36.60
Amvicel-X (15) Tablets (Formerly Amvicel-X)—100's	9.45
Amvicel-X (15) Tablets (Formerly Amvicel-X)—500's	43.50
Stuart Prenatal "Term Pack"—225's	9.90

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clearly the best seller

EVERFRESH

CITRATE of MAGNESIA

In the emerald green bottle customers recognize instantly

- sparkling "lemonade" taste
- perfectly pasteurized and manufactured under strict supervision and controls
- Your wholesale druggist has Everfresh, the standard citrate for 35 years

350 cc size: list price, $2.45 per dozen. Minimum retail price, 30¢ each.

This price effective in all New England and Mid-Atlantic states

see the difference in purity
see the difference in sales

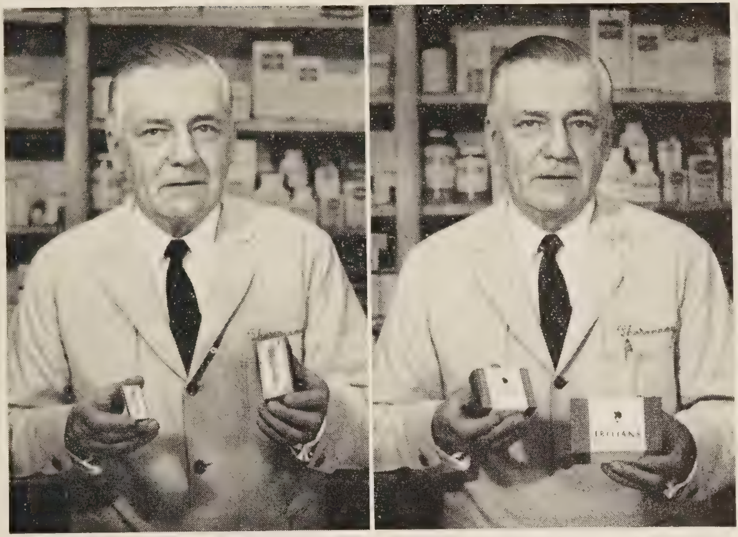
Everfresh Manufactured by
THE MIFFLIN McCAMBRIDGE CO.
6400 Rhode Island Avenue • Riverdale, Maryland

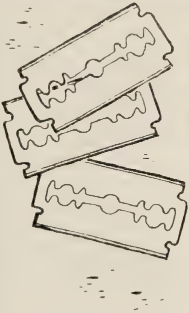
BLOCK DRUG—Page 4-B

Item	F.T.M.
Omega Oil—Large	.63
Omega Oil—Economy	$1.09
Py-Co-Pay Powder—Small	.49
Py-Co-Pay Powder—Large	.97

THE NORWICH PHARMACAL COMPANY—Page 68

NP-27 Treatment (contains an NP-27 Liquid 2¼ oz. and NP-27 Medicated Powder 1¾ oz.)	$1.89
Aspirin Tablets—5 gr. (2 bottles of 100's)	.69
Norforms—6's	.98
Bacitracin—Polymyxin—Neomycin Ointment—½ oz.	1.57
Ungentine—½ oz.—Curads Combination	.59
Ungentine—1 oz.—Curads Combination	.98





5 BLADES OR

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Ajax Hard Rubber Combs
Devilbiss Atomizers
Camp Stationery
Lacross Manicure Implements
Millers Forge Manicure Implements
Jones Enamelware
Gillette, Gem, Razors and Blades
Schick Blades and Razors
Eaton High Grade Stationery
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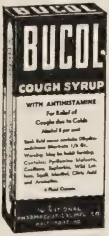
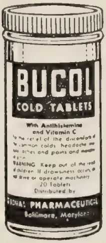
The BUCOL Twins Are Now A Trio!


BUCOL
COUGH SYRUP
WITH ANTIHISTAMINE

FTM $ .98


BUCOL
COLD TABLETS
With Antihistamine and Vitamin C
NATIONAL PHARMACEUTICAL
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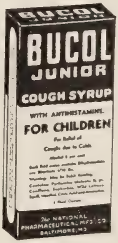
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WE HAVE ADDED BUCOL COLD TABLETS
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THE NATIONAL PHARMACEUTICAL MFG. CO.
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School of Pharmacy, University of Maryland, News

ADVANCES AT THE UNIVERSITY OF MARYLAND

The Urban Renewal and Housing Plan for the professional schools of the University of Maryland has been developed through cooperation with city, State and Federal agencies.

Two new buildings have been erected and dedicated at the Baltimore campus—the Dunning Hall for the School of Pharmacy and the Whitehurst Hall for the School of Nursing.

The new Health Science Library, which will serve the schools of Dentistry, Medicine, Nursing and Pharmacy, as well as the University Hospital, has been built, is now being equipped and will be dedicated at an early date, as will also the Baltimore Student Union Building, which will meet some housing and recreational requirements of the professional schools and the University Hospital.

The alumni and friends of pharmacy have generously donated to the cost of furnishing the Baltimore Student Union Building, and also to provide scholarships for students, through the Greater University of Maryland Fund.

The University has acquired the Hecht properties, which include a six-story building formerly used as a department store, two small warehouses and a parking garage with a capacity for 335 cars, all in the 600 block of West Baltimore Street and the 700 block of West Redwood street. The main building will be used primarily for the basic science facilities of the Baltimore campus, along with auxiliary services and administrative offices. The parking lot will fulfill a pressing need for faculty, staff and students. The newly acquired properties comprise 2.1 acres and are important to the redevelopment and growth of the Baltimore campus.

A 40 per cent enrollment in the Baltimore professional schools has been projected during the next ten years. It is estimated that some 75 acres between Paca Street and Fremont Avenue and from Lexington Street on the north to Washington Boulevard on the south, will be necessary for the renewal program of the professional schools, including some 13 acres along Baltimore and Fayette Streets west of Paca Street.

Major projects in Baltimore include a new dentistry building, a new law building, a new outpatient building for the University Hospital to replace the outmoded wing now in use, additions to the schools of Pharmacy and Nursing, a new gymnasium for recreational facilities, and also parking accommodations.

Many groups are interested in and are working for progress at the University of Maryland.

The members of the State Legislature were interested in the tenure of members of the Board of Regents of the University of Maryland.

The Warfield Commission appointed by Governor Tawes, called for the creation of six regional branches to meet the ten-year expansion needs of the University, including the broadening of the program of the teachers' colleges at Frostburg, Salisbury and Towson and the creation of University centers to serve the areas of Washington and Frederick Counties, the central Eastern Shore and Southern Maryland. The Warfield Commission insisted that its recommendations would mean preservation of the program for future teachers and also make college training generally available to more students. Naturally, these proposals are not meeting approval by existing teachers' colleges and the State Board of Education.

To raise the stature of the faculties, it is proposed that the fund-raising efforts of the University be centered on a distinguished faculty program, including special chairs for recognized scholars and the securing of sponsors to assure the University of funds each year for ten years to establish the professorships.

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LOEWY DRUG CO., INC.

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The new salary schedule for the University planned for September 1960 will raise salaries in each category from instructors to full professors, and give merit increases to faculty members.

Faculty fellowships for advanced study through sponsors, and the establishment of lectureships through sponsors interested in the progress of the University, are being sought.

The stated primary purpose of the University is education, but undoubtedly the University will have to adopt a policy denying admission to students it believes are unqualified for college work, by screening students in the bottom 25 to 30 per cent of their high school classes and denying admission to those who do not meet the required standards based on tests and other criteria. This procedure, together with better guidance counselling, would reduce the number of students dismissed and remove the criticism concerning failures of first-year students, and also give teachers the opportunity of encouraging the harder study of capable students, and increasing the number interested in graduate work and research.

The pharmacists of Maryland are interested in and are supporting the University through their donations to the Greater University of Maryland Fund and the fundamental work of the organized groups of the profession of pharmacy.

WARNING ON DIHYDROCODEINONE PREPARATIONS

Please note the Maryland State Department of Health notice regarding the sale of dihydrocodeinone preparations.

Effective APRIL 1, 1960, it shall be against the law to sell dihydrocodeinone preparations without a prescription in the State of Maryland.

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Abbotts and Jane Logan DeLuxe Ice Creams travel from freezer to customer as fast as a cowboy draws his shootin'-iron.

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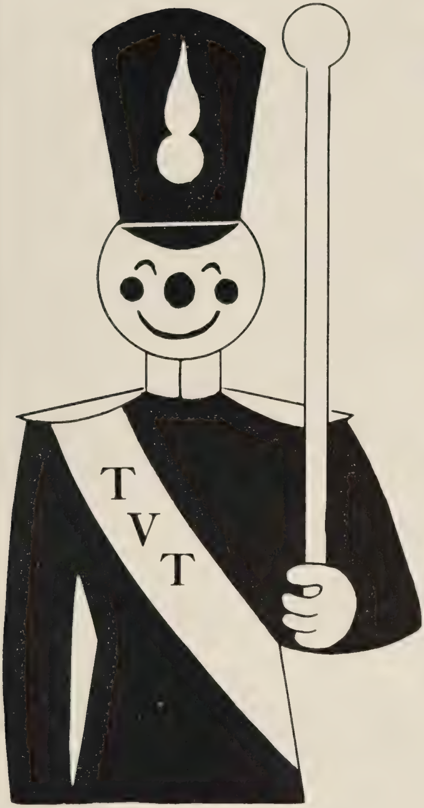

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BOOST PROFITS NOW!

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Phone Bob Lewis, TV-Time Supervisor, BR. 6-3695, or EA. 7-1950.

I. L. TOY COMPANY
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. CONTRIBUTIONS .

COSMETIC DERMATOLOGY

By B. F. Allen *

The skin is constantly exposed to the elements, and is the first organ of the body to come into contact with the environment. Therefore, the skin is a protective, regulatory and secretory organ. It protects deeper tissues from superficial injury; from invasion by micro-organisms; and from excessive loss of moisture.

The outermost layer of the skin, called the epidermis or cuticle, consists of several differentiated layers of cells. Below this is the dermis or true skin, a layer of dense connective tissue containing blood vessels, nerves and the skin glands. Also, the dermis is sometimes considered as consisting of three layers but it is not clearly separated from the subcutaneous tissue.

The outermost layer of the epidermis is made up of soft keratin (a protein type material soluble in alkalies) which is normally sloughed off by gentle friction. This outer layer also contains fatty material which adds to the suppleness of the skin and retards aqueous evaporation and adsorption. Since keratin is soluble in alkalies, soap will remove it from the surface of the skin. Also, the alkalies emulsify the oils of the skin and they likewise are removed during a washing process with soap and detergents.

Skin surface fat may arise from two sources, keratinizing cells and sebaceous glands. The former is relatively small, and sebaceous gland secretion seems to be unique in that it is part of an equilibrium process. When the skin surface is defatted by solvents or emulsification, sebaceous excretion begins at a high rate and then tapers off to a minimum and may stop entirely after two or three hours.

The sebaceous glands are largest in the forehead, face, neck and chest and are smaller elsewhere on the body. Also, the larger the gland, the greater its excretion rate. Since the excretion rate is directly related to the size of the gland, it is not surprising that excretion is greatest on the forehead. The minimum excretion rate for the whole body surface has been estimated to be about 12 mg. per hour.

In normal individuals, skin surface fat is low in childhood and rapidly increases with the approach of puberty to obtain a relatively constant value throughout maturity. Also, it is reported that male skin fat is slightly greater than in females. With advanced age, sebaceous secretion seems to remain about the same in men, but is definitely less in old women.

There appears to be a relationship between food intake and skin oiliness. Excess fats and excess carbohydrates in the diet seem to increase levels of sebum (sebaceous gland secretion) on the skin.

Oiliness of the skin is affected by steroid hormones. At puberty when active sex hormones first appear in the body, both boys and girls exhibit increased sebaceous gland excretion along with increased sebaceous gland volume. In those cases where the activity and volume are excessive, acne may appear. Progesterone, a sex hormone, is reported to be absorbed by the intact skin, to act locally on the sebaceous glands and thereby increase its excretion rate. This is the reason why this substance has been incorporated in many commercial cosmetics which are used to correct excessively dry skin.

The skin is also richly supplied with several millions of eccrine and apocrine glands. They are more commonly known as sweat glands, and the initial secretion is sterile. The sweat undergoes bacterial decomposition on the skin surface, and this gives rise to a characteristic disagreeable odor which is an object

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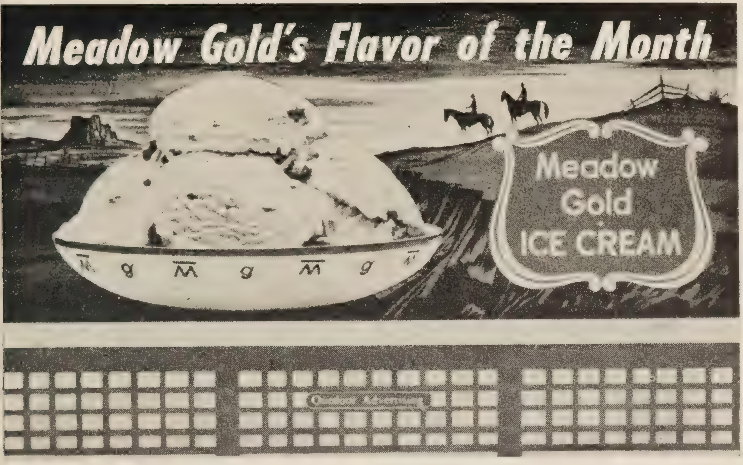
*Associate Professor of Pharmacy, University of Maryland.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Tell them you saw it in "The Maryland Pharmacist"

of cosmetic attack. Therefore, any chemical substance which will decrease the micro-organism count on the skin's surface will also, indirectly, reduce the odor. This is one reason why hexachlorophene is so widely used in many commercial products.

The term "cosmetic dermatitis" refers to an eruption that results from contact of the skin with a cosmetic preparation.

A dermatitis from cosmetics may be caused in one of three ways: (1) It may result from the direct chemical or physical irritation of normal, nonsensitized skin by an ingredient in the cosmetic. Also included here are greasy cosmetics, which may cause pustle formation by blocking the sebaceous gland openings or by plugging the sweat pores. (2) It may be caused by an otherwise harmless ingredient to which the skin becomes allergic. (3) It may result from contact with an ingredient that renders the skin locally hypersensitive to light of certain wave-lengths. This is a so-called photosensitization dermatitis.

Most of the dermatoses caused by cosmetics are due not to the direct irritant or the photosensitizing properties of the cosmetic but to the fact that the patient becomes allergic to one or more of its ingredients.

The key to the diagnosis of a dermatitis due to cosmetics is the history of the patient. The appearance of the eruption, its localization, and improvement after the discontinuance of the use of cosmetics are almost as important as the history in determining the diagnosis. Also, it is surprising how many patients do not consider wave set, shampoo, tooth paste, mouthwash, cologne, toilet water, and hand cream to be cosmetics.

It has been stated that if the key to the diagnosis of a cosmetic dermatitis is the history, then the key to its treatment is avoidance. The treatment seldom presents a problem once the cause is removed. For this reason, the first step in therapy is the avoidance of all cosmetics of the type under suspicion. The use of simple wet compresses and calamine liniment or a bland emollient ointment will usually suffice for local therapy.

It has recently been stated that the skin is as vital to an individual as the heart. The skin must fight off germs, warn of invasion, control body temperature, store water and sugar, produce vitamin D, help the lungs and kidneys—and look radiant at the same time.

Modern beauty scientists generally agree that many factors affect the condition of the skin. Dry air, sunlight, wind, low temperature or improper daily cleansing operations all have a direct bearing on influencing the skin condition. Dry skin is not the opposite of oily skin, but is skin deficient in moisture. It occurs when the top layer of moisture has been removed by exposure to drying conditions or the use of harsh cleansers. Cold weather causes the congealing of skin oil within the pores and prevents the free spreading of lubricating oils over the surface of the skin, contributing to a dry skin condition.

Skin pigmentation results from the interplay of only five pigments, which are quite alike in all the races of man. These primary pigments consist of carotene (yellow), oxyhemoglobin (red), reduced hemoglobin (bluish), melanin and melanoid. The last two are the dark pigments that distinguish brunette from blonde and one race from another. The recent introduction of oxypsoralen derivatives for skin repigmentation and suntanning appears to be dependent upon stimulation of melanin formation by ultraviolet light.

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Volume 18 **APRIL, 1960** **No. 8**

PAST PRESIDENT'S LUNCHEON

April 1, 1960 was, as all of us know, the big day for practical jokers, better known as "April Fools Day". However, there was no fooling or joking going on at the Park Plaza Hotel, since Tampa was honoring their past presidents at their regular monthly luncheon meeting. In fact, the business of the day was most serious in that the proposed revision of the by-laws by Chairman John Crozier was accepted as read and is now a part of the official records of the association.

The Emory Helm Memorial in honor of our beloved departed member who was often referred to as "Mr. Tampa", Emory Helm, was formally presented to the association by the Chairman of the Emory Helm Memorial Committee, Tom Kelly. Emory, as all of us recall, was the guiding light of Tampa for 30 years, holding the office of Secretary-Treasurer from 1929 to 1959.

A matter of new business which drew considerable interest of all present, was the formation of an association of State Traveler's Associations which is being organized by the Traveler's Association of New Jersey. President Al Heydemann indicated his interest in this plan and will be the official spokesman for the association. More on this subject will be heard later.

SPOTLIGHT PRODUCT OF THE MONTH

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Featured in all BMPA Stores

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OREOLE PROVES
your customers, not you,
pay for your air conditioning.

CUSTOMERS CALL OFTENER
stay longer, buy more

BUSINESS INCREASES
up to 40%

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SURE OF MORE BUSINESS—MORE PROFITS

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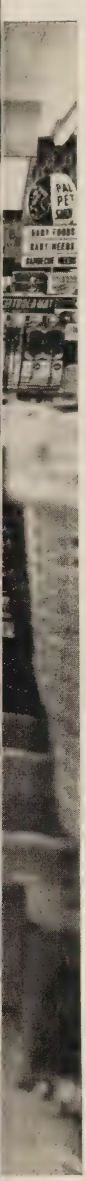
CUSTOMER, CUSTOMER, WHO GETS THE CUSTOMER ?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MODERN STORES DO!

Where Gilpin's Store Promotion and Equipment Department has been at work, new sales peaks are common

In actual cases, Rx has increased 25% to 59.8%; front end business, 15% to 51.3%. For design and equipment—old stores or new—

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STORE PROMOTION AND EQUIPMENT DEPT.

The Henry B. Gilpin Co.
Full line, full service wholesale druggists since 1845
BALTIMORE • DOVER • NORFOLK • WASHINGTON

-: NEWS ITEMS :-

BALTIMORE AREA REGIONAL MEETING

A Regional Meeting of the Maryland Pharmaceutical Association will take place at the Chestnut Ridge Country Club, Falls Road, Lutherville, for the greater Baltimore area, on Thursday, May 19, 1960.

All pharmacists, and the Travelers and Ladies Auxiliaries are invited to attend the meeting beginning with lunch at 1:00 P.M. and concluding with dinner at 6:00 P.M. The ladies are particularly urged to attend.

An interesting program has been arranged. Albert Heydemann will present a program on photography with gimmicks and prizes. Francis S. Balassone, Chief, Division of Drug Control Maryland State Department of Health will be the afternoon speaker. Philip F. Jehle, Washington Representative, National Association of Retail Druggists will address the meeting after dinner.

This is the first time a M.P.A. Regional Meeting has been held in the Baltimore area. Your support is urged to make it a successful event.

BALTIMORE METROPOLITAN PHARMACEUTICAL ASSOCIATION BANQUET

The 44th Annual Banquet of the Baltimore Metropolitan Pharmaceutical Association was held at the Lord Baltimore Hotel on Sunday, March 20th. More than 700 attended this gala occasion including the largest number of pharmacists ever to attend a B.M.P.A. banquet.

To add to the success of the party, valuable favors, prizes and plunder boxes were distributed.

The committee headed by Sam A. Goldstein did a magnificent job and deserve the plaudits they received.

PHARMACY HONORS PLANNED FOR NATIONAL SCIENCE FAIR FINALISTS

Finalists at the National Science Fair-International in Indianapolis, Indiana, May 11-14, 1960, will be given an opportunity for honors in pharmacy.

The American Pharmaceutical Association, in cooperation with Science Service, will honor two young scientists with awards for the best exhibits in pharmacy at the National event. The top winner will receive an all-expense paid trip to the 1960 annual meeting of the American Pharmaceutical Association where the student's project will be displayed. Both the top winner and the student receiving honorable mention will receive their plaques at the annual Medical Awards Banquet to be held during the National Science Fair. This special Medical Awards Banquet is sponsored jointly by the American Medical Association, the American Dental Association, the American Veterinary Medical Association, and the American Pharmaceutical Association.

In announcing the awards, Dr. William S. Apple, Secretary of the American Pharmaceutical Association, noted that Dr. Karl L. Kaufman, Dean of the Butler University College of Pharmacy, and an active member of pharmacy's national professional society, will serve as General Chairman of the National Science Fair for 1960. Dr. Apple further encouraged all state and local pharmaceutical associations to participate in the regional science fairs. In 1959, there were 168 regional science fairs, at which an estimated 4 million people viewed the some 600,000 science exhibits developed by students. It is expected that 200 fairs will send representatives to the National event this year.

The National Science Fair-International is coordinated by Science Clubs of America, an activity of Science Service, Washington, D. C.

78th
ANNUAL CONVENTION

of the

MARYLAND PHARMACEUTICAL ASSOCIATION

in conjunction with the

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DR. ROBERT LEE SWAIN, Marylander
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DO NOT MISS THIS MEMORABLE CONVENTION
AT ONE OF ATLANTIC CITY'S OUTSTANDING HOTELS

B.M.P.A. HOLDS MERCHANDISING MEETING

The Baltimore Metropolitan Pharmaceutical Association held its regular monthly meeting at the Kelly Building on March 10th.

"Operation Bootstrap", a merchandising program for drug stores was presented by Glenbrook Laboratories.

"Operation Bootstrap" highlights the proper display and promotion of the 125 most popular drug and toiletry items sold in every drug store. Actual figures were cited indicating an increase in volume using test stores in various sections of the country.

This practical approach to more sales merits study and implementation. Ask your wholesaler for details and advice.

The meeting was sponsored by the following wholesale druggists: Calvert Drug Company, H. B. Gilpin Company, Loewy Drug Company, and Muth Brothers & Company.

PHARMACY CHANGES

The following are changes in drug stores for February and March:

New Stores

Harvey Greenberg, Furnace Branch Pharmacy, Furnace Branch & Point Pleasant Rds., Rt. 2, Box 580, Glen Burnie, Md.

Albert Lichtman, Holabird Pharmacy, 7155 Holabird Ave., Baltimore 22, Md.

Save-Mor Drugs, Save-Mor Drugs, Wheaton, Inc., Albert Pearlman, Pres., 112-1 Viers Mill Rd., Wheaton.

Dart Drug Corporation Wheaton, 11181 Viers Mill Road, Wheaton, Herbert H. Haft, Pres. (formerly Grubbs Pharmacy, Inc.)

Leader Drugs, Chesapeake Pharmacal Corp., 609 Taylor Ave., Annapolis, Milyon L. Hillman, Pres.

Drug Fair, Flower Ave Drug Fair, Inc., 1141 University Blvd., East, Langley Park, Md.

Change of Ownership

Donald Allan Ullman, Donald's Pharmacy, 3101 Gwynn's Falls Parkway, Baltime 16. Formerly: Morton Kahn, Eagle Pharmacy.

Howard Paul, Pres. Forest Pharmacy, Inc., 3801 Liberty Heights Ave. Formerly: Shure's Drug Store, Jos. Shure, Pres.

Richard E. Greenberg, 3405 Bel Air Rd., Baltimore 13, Md., Vilma Pharmacy. Formerly: Julius A. Messina & Edw. J. Poulik.

Drug Lane, Chillum Terrace Pharmacy, Inc., Irving H. Folus, Pres. & Treas., 5926 Riggs Rd., W. Hyattsville, Md. Formerly: J. H. Johnson, Pres.

Keystone Pharmacy, Inc., 1301-1303 West North Ave., Baltimore 17, Morris Zukerverg, Pres. Formerly: Harold K. Goldman & Irving Siegel.

Patterson Park Pharmacy, 2245 Eastern Ave., Baltimore 31, Walter P. & Bernard F. Macek. Formerly: Benedict C. Malanowski.

Ralph Engel, 685 Washington Blvd., Baltimore 30, Schulte's Pharmacy. Formerly: Schulte's Pharmacy, Wm. Albert Schulte, owner.

Homewood Pharmacy, 1100 West St., Annapolis, Milton Schwartz, Prop. Formerly: Nathan Schwartz, Prop.

Melvin Friedman, 1600 Linden Ave., Linden Pharmacy, Baltimore 17. Formerly: Linden Pharmacy, Melvin M. Savitz, Prop.

Closed

Milton A. Klepfish, Kirk Pharmacy, 1501 Homestead St., Baltimore 18.

Robert Fribush, Fribush Pharmacy, 3600 Malden Ave., Baltimore 11.

T. Henderson Kerr, Kerr's Pharmacy, 723 George St., Baltimore 1.

United Whelan Corp., 8701 Flower Ave., Silver Spring, Md., Leo Bertisch, Pres.

Re-Opened

John J. O'Hara, O'Hara Pharmacy, 2200 N. Fulton Ave., Baltimore 17.

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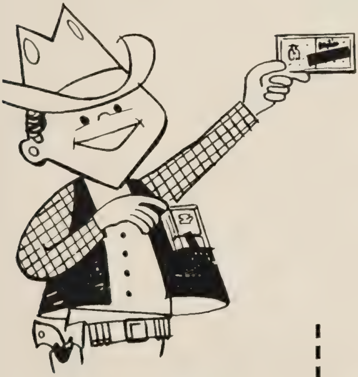

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This drug store cowboy is one reason your Austin stocks sell out so fast. Folks take along a package or two — back to the office, or for the trip in the car. A husky supply of Austin varieties pays off in fast turnover, repeat business, more profit! (Customer satisfaction, too.)

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PRESIDENT'S MESSAGE
BALTIMORE METROPOLITAN PHARMACEUTICAL ASSOCIATION

Dear Fellow Pharmacist:

P/R, Public Relations, which can be described as a program of communications designed to build good relationship with the public, is in constant need of improvement. However, there is another P/R which is so very important to Pharmacy, and that is Physician Relations.

This second P/R can sometimes be so damaged that it nullifies months of progress by your association and association members. I mention this for this reason. Just this week a physician came into our drug store and related the following: he had prescribed Meads Casec as a modification of a baby's formula to control a mild diarrhea. On a subsequent visit to the doctor's office by the parents concerned, the physician inquired as to the efficacy of the baby formula modification. The parents reported excellent results. However, the father made this comment. He had to call on three drug stores before obtaining the Casec, and in the second drug store the pharmacist on duty made this remark, "—Gosh!, we haven't used that for years, your doctor must be an old man." Now gentlemen, I am sure almost all of us agree that this type of "hare-brained chatter of irresponsible frivolity", is most unfortunate.

In another case, one of your vice-presidents has a letter from a physician in which he complains that pharmacists are telling patients the name and just *one* of the common indications of a particular compound. Now in this case, this physician happens to be prescribing the drug for several of its other virtures, but with the misinformation supplied by a pharmacist his practice is hindered.

We must all remember that pharmacy is under your jurisdiction and any haphazard remarks made in connection with the practice of pharmacy can have damaging repercussions in Physician Relations.

Sincerely,

GREGORY W. A. LEYKO
President

SK&F PHARMACY NEWS

"SK&F Pharmacy News," a new publication designed and written especially for pharmacists, was mailed to the more than 53,000 retail pharmacies throughout the United States.

The newsletter will be published eight times a year by Smith Kline and French Laboratories. "It will take the pharmacist 'behind the scenes' of SK&F's research effort and report company marketing and trade policies," according to Frazier Cheston, Director of Distribution for the Philadelphia pharmaceutical firm.

"In addition, 'SK&F Pharmacy News' will include articles on broad aspects of the pharmaceutical industry, as well as information on new techniques and methods which have proven useful in the management of retail pharmacies," Cheston said.

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NOXZEMA ANNOUNCES NEW EXECUTIVE APPOINTMENTS

Mr. G. Lloyd Bunting, President of the Noxzema Chemical Company, announced that the Board of Directors had elected Mr. Norbert A. Witt Executive Vice President, a new office established at the annual stockholders meeting held recently. At the same meeting, Mr. Witt and Dr. John C. Bauer became members of the Board of Directors.

Mr. Bunting also announced that the Board had elected Mr. Deo D. Dunham Vice President and Sales Manager. Mr. J. Edward Fry has been made Assistant to the Sales Manager.

Mr. Witt has been with Noxzema since 1955 as Vice President in charge of Sales. He was formerly with Proctor and Gamble for five years as Midwest sales representative and later became affiliated with Lever Brothers, remaining with them for 27 years, and rising to the position of Administrative Assistant to the General Sales Manager in their headquarters division.

Mr. Dunham joined Noxzema in 1949 as a sales representative. He became the Assistant Sales Manager in 1956. Mr. Dunham had previously been with Stuart Pharmaceutical Company at Pasadena, Calif., and Orr, Brown and Price Company of Columbus, Ohio.

Mr. J. Edward Fry had been a sales representative for Noxzema in the Midwest. He was previously employed by Bristol-Myers Company.

These personnel changes were effected to strengthen the over-all management of Noxzema Chemical Company, which has grown rapidly during the last five years, with sales increasing from $7,877,315 in 1955 to $14,403,036 in 1959. During this period, Noxzema has expanded its foreign marketing operations and is now represented in 39 countries. In the past few years, the company has also introduced several new products and recently purchased 62 acres of land outside of Baltimore for future expansion.

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PHARMACY CAREERS ADVISORY COMMISSION URGES GREATER RECRUITING EFFORTS

A recent meeting of the National Advisory Commission on Careers in Pharmacy brought into sharp focus the need for consolidated recruitment efforts in promoting pharmacy careers to young people. Activated by the American Pharmaceutical Association to assist in centralized recruitment, the Commission at an all day (March 11) meeting in Washington, D.C. pointed out:

★ local pharmacists must take an **increasing interest in the young people** of their communities and take every opportunity to point out the advantages of a pharmacy career;

★ **effective programs** must also be arranged **by state and local pharmaceutical organizations** to reach additional young people in the local communities;

★ **frequent** meetings must be arranged **with high school counselors** and science teachers to present them with up-to-date facts about pharmacy;

★ use of **publicity material and films must be broadened** to get as much accurate information as possible into the hands of junior high, high school and college students;

★ gifted young students must be provided with **on-the-job experience** in whatever branch of pharmacy their interest lies;

★ **student projects** in pharmacy **should be encouraged** not only at national science fairs but also in those on the local and regional level.

Only by concentrated effort on the part of all areas of pharmacy, the commission agreed, can recruitment deficiencies be erased. Then pharmacy can take its proper place beside other health fields as a leader in marshalling able young people into its ranks. "It is not our purpose however, to delegate activity to member organizations of the advisory commission," said Dr. William S. Apple, Secretary of APhA. "Rather, a joint effort toward the accomplishment of these goals will enable each group to carry out its own work more effectively."

Four guest speakers outlined existing programs and advanced new recruiting suggestions: Zilpha Franklin, Administrator of health careers program, National Health Council; Sophie Hohne, executive vice-president of Sterling Movies, USA, Inc.; Joseph Kraus, coordinator, National Science Fair-International, Science Service; and Carl McDaniels, Assistant Director of Professional Relations, American Personnel and Guidance Association.

Members of the National Advisory Commission on Careers in Pharmacy include Lloyd M. Parks, American Association of Colleges of Pharmacy; L. E. F. Minnich, American College of Apothecaries; Melvin W. Green, American Council on Pharmaceutical Education; W. Paul Briggs, American Foundation for Pharmaceutical Education; Vernon O. Trygstad, American Society of Hospital Pharmacists; Ray C. Schlotterer, Federal Wholesale Druggists Association; Fred T. Mahaffey, National Association of Boards of Pharmacy; Thomas J. Golden, National Association of Chain Drug Stores; Joseph Cohen, National Conference of State Pharmaceutical Association Secretaries; Harry A. Kimbriel, National Wholesale Druggists' Association; Chauncey I. Cooper, National Pharmaceutical Association; Robert A. Hardt, Pharmaceutical Manufacturers Association; and Maurice L. Moore, The proprietary Association, and George Q. Baird, Metropolitan Drug Association Secretaries.

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LARGEST APhA GATHERING EXPECTED AT 1960 CONVENTION

One of the largest gatherings in APhA history is expected to attend the 107th annual meeting of the American Pharmaceutical Association, which convenes in Washington, D. C., the week of August 14. Held in the Nation's capital for the first time since 1934, the convention meetings will perhaps rank with the most important that pharmacy has ever held.

Co-headquarters for the convention are the Shoreham and Sheraton-Park Hotels, with the former the site for the premier APhA scientific and technical exhibition.

APhA delegates first met in Washington, D. C., more than 100 years ago, which then (1858) had a population of about 140,000. The August session marks the fifth time the convention will meet in the capital of our country, which now boasts a population rapidly approaching the two million figure.

At a January 28 Meeting, Thomas A. Foster, chairman of the 1960 local convention committee, named the following appointments to the executive committee: R. David Allen and Kenneth Hanson will represent the City of Washington Branch of APhA and serve as chairman and vice-chairman, respectively, of the reception and hospitality committee. Mrs. W. Paul Briggs will oversee the women's committee.

Representing the District of Columbia Pharmaceutical Association are Eileen Brooks, William H. French, Charles Grubb, F. Royce Franzoni, Morris H. Bortnick and A. J. Obert. The entertainment committee head is Charles Grubb, who at convention time will be president of the D. C. Pharmaceutical Association; Eileen Brooks will serve as vice-chairman.

Chairman of the finance committee will be James E. Allen, president of the Henry B. Gilpin Company. Dr. W. Paul Briggs was previously named honorary chairman of the 1960 local

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convention committee. Other members of the executive committee include Vernon Trygstad, Charles W. Bliven, Chauncey Cooper and Lt. Colonel Ralph Arnold.

Affiliated and related organizations meetings with the APhA include, the American Colleges of Apothecaries, the American Society of Hospital Pharmacists, the American Institute of the History of Pharmacy, the National Association of Boards of Pharmacy, and the National Conference of State Pharmaceutical Association Secretaries.

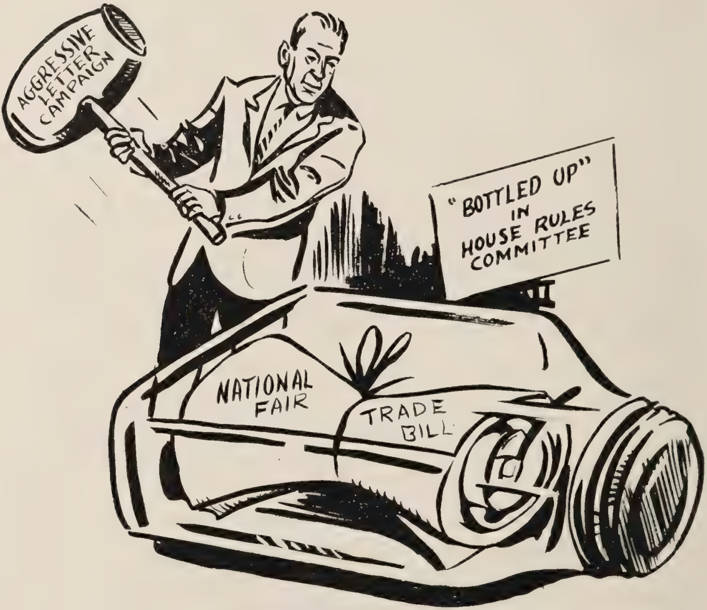
The convention program for the APhA scientific and professional meetings, and for those of the affiliated and related organizations, will be published in a forthcoming issue of the **Journal of the American Pharmaceutical Association, Practical Pharmacy Edition.**

QUESTIONS AND ANSWERS ON COST OF DRUGS AVAILABLE

How does a sick person's pocketbook benefit from modern drug production? Where does the patient's prescription dollar go? Why do some drugs cost less in foreign countries than they do in the United States?

These are among 30 of the most commonly asked questions which are answered in a booklet offered as a public service by the Pharmaceutical Manufacturers Association. The questions and answers relate drug prices to other costs, to industry competition and profits, to total medical care expenses and to research for better medicines.

"When a health-conscious public is besieged with half-truths and baseless accusations against such a vital Ameri-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can industry," said Austin E. Smith, M.D., president of the PMA, "it is time the facts are brought out simply and concisely."

The Pharmaceutical Manufacturers Association is a voluntary, nonprofit, professional and trade organization whose member firms produce medicines which are provided usually only on prescription. Among its objectives are encouragement of research toward making available new and better medicines, development of high standards of purity, and quality, and interchange of information to aid in prevention of disease and cure of the sick.

Sample question and answer: "Hasn't the cost of drugs gone up greater than the cost of living generally? No. Since 1947-49 the price of drugs and prescriptions has increased only 21.4% while the cost of living generally has risen 23.7%. Rents have increased 38.7%, personal care 29%, transportation 44.3% during the same period."

(Copies of the booklet are available on request to the Pharmaceutical Manufacturers Association—1411 K St., NW, Washington, D.C.)

PROMINENT SPEAKERS FEATURED AT APhA HOUSE OF DELEGATES MEETING

A current review of the Kefauver hearings by two prominent speakers closely associated with these activities highlighted the Interim Meeting of the American Pharmaceutical Association House of Delegates. The meeting of the House was held in Washington, D. C., on March 27 and 28 at the Statler-Hilton Hotel.

Discussing the implications of the drug hearings at the Monday morning panel session was Peter Chumbris, Counsel for the Minority, Senate Antitrust and Monopoly Subcommittee, and Dr. Austin Smith, President Pharmaceutical Manufacturers Association. Wallace Werble, Editor and Publisher, **FDC Reports**, moderated the discussion.

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The impact of the Kefauver hearings in Canada was reviewed at a luncheon by John C. Turnbull, Secretary-Manager of the Canadian Pharmaceutical Association, Inc. The Sunday afternoon session featured addresses by Dr. George Fister, member of the American Medical Association Board of Trustees; William W. Goodrich, General Counsel for the Food and Drug Administration; and Robert H. Grant, Director of the H. E. W. Special Staff on Aging.

The opening session included the address of the Chairman of the House of Delegates, J. Warren Lansdowne; greetings from APhA President Howard C. Newton; and a report by APhA Secretary William S. Apple.

Climaxing the two-day Interim Meeting was a presentation luncheon at which a portrait of former APhA Secretary Robert P. Fischelis was given to the Association by Parke, Davis & Company. Congressman Carl T. Durham of North Carolina also received a citation from the APhA for his contributions to pharmacy. The Interim Meeting of the House of Delegates concluded with a luncheon on Monday, March 28.

There are 175 delegates to the APhA House of Delegates and an unusually large number was in attendance at the 1960 Interim Meeting. In accordance with the By-Laws of the Association, all APhA members can attend the meetings of the House and may participate in the discussions.

BH&G FIRST AID BOOK GOES ON SALE IN MAY

Good first aid begins with good first aid supplies, advises the new Better Homes & Gardens book, "First Aid For Your Family."

The new book, on sale in late May, is designed to put first things first when first aid is needed. The opening chapter explains the important first rules that must be applied immediately in any emergency. And in the following chapter, the medical supplies to always have ready in the home and auto are listed.

This chapter also lists vital rules to follow for a safe medicine cabinet: Throw out all prescription drugs left over from past illnesses . . . Give a prescription drug only to the patient for whom the physician ordered it . . . Date all drug supplies when you buy them, etc.

Other sections cover first aid emergencies from bleeding and shock to bites and stings. Each emergency is handled in the same step-by-step format—a terse description of what to do immediately, followed by a more detailed explanation of additional first aid measures while waiting for a doctor to arrive.

"Better Homes & Gardens First Aid For Your Family" not only includes the latest official treatments, but also describes obsolete treatments and explains why new methods are preferable. These new methods are especially vital in cases of artificial respiration, frost bite, and snakebite, where obsolete methods may actually be dangerous in the light of new knowledge. A section is devoted to Civil Defense preparedness.

The new book is illustrated with how-to-do-it artwork, and entire pages are devoted to illustration of the proper methods of transporting the injured, bandaging wounds, applying splints, etc.

Besides giving first aid information for every emergency, each of the book's 20 sections also contains hints on how to prevent accidents in the first place.

Size of the book, 4-7/8" by 8-1/2", makes it convenient for home medicine chests, auto glove compartments, and tool boxes. Campers and outdoor workers will find the book easy to carry in field packs. The book is spiral-bound to make it lie flat when opened, and it has a soil-resistant film-sprayed laminated cover, Its index system makes reference quick and easy.

Text for the book's 118 pages was written by Donald G. Cooley, a noted medical writer who is a long-time contributor to Better Homes & Gardens magazine and is a member of the National Association of Science Writers.

Retail price of the book will be $1.50.

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MARCH ISSUE OF APhA JOURNAL DEVOTED TO POISON PREVENTION

Accidental poisoning is "one of the most challenging problems in modern public health" says Surgeon General Leroy E. Burney of the U. S. Public Health Service in a "Guest Editorial" in the March 1960 issue, **Journal of the American Pharmaceutical Association, Practical Pharmacy Edition**. The Public Health Service estimates that 600,000 cases of accidental ingestions of substances by children occur every year.

The situation is so critical that APhA has devoted a special issue on poison prevention, in which Dr. Burney points out that in combating the problem "no one is in a better position to practice sound health education than the pharmacist."

In an opening article the coordinating and research service of the National Clearinghouse for Poison Control Centers is discussed by Clearinghouse Director Dr. Howard M. Cann and Assistant Director Henry L. Verhulst. They trace the poison control center movement from its 1953 beginnings, through the founding of the National Clearinghouse in 1956, to the organization of the American Poison Control Centers in 1958. A complete up-to-date list of Poison Control Centers in the U. S. (with addresses, telephone numbers and name of each director) is included in the **Journal**.

Three other articles emphasize the pharmacist's role as an educator, a consultant and a liaison worker. Dean Willis R. Brewer and Professor Albert L. Picchioni stress the importance of the pharmaceutical educator in poison control. Studies have shown that most of "these accidents are preventable" and occur because of "improper storage, handling and disposal . . . usually through the negligence, carelessness or ignorance of adults in the home." The role of the retail pharmacist in poison prevention is described in detail by Richard J. Russo and Lucius A. Bowser, and the importance of the hospital pharmacist is reviewed by Robert Simons, Jr.

The man who used nail polish remover to sweeten his tea and the woman who brewed up a pot of "Jimson Weed" tea suffering all the effects of severe stramonium poisoning, are among some of the personal experiences recorded by Dr. Harold A. Shoemaker, while Homer A. George describes his development of the idea for a "Poison Prevention Week" and how this led to Congressman Paul Jones introducing H.R. Res. 592 on February 1 calling for such a national week.

Dr. Irving Sunshine reviews the various leaflets, brochures and pamphlets available for public education, a variety of which are illustrated in the **Journal**. Information is supplied on how the pharmacist can obtain these for public distribution. Reviewing the textbooks with which the pharmacist should be familiar is Professor Morton J. Rodman.

The American Pharmaceutical Association first began its efforts in the field of poison control more than 100 years ago. An appeal was made to pharmacists in 1857 to see that all poisons were properly labeled and that the customer was properly cautioned on the use of the substance.

Today APhA continues to serve as a source of information on poisons, and has prepared a manual of suggested antidotes for use by pharmacists in handling emergencies. It has also made TV slides and spot announcements available which point out the hazards of accidental poisonings. The organization also keeps its members informed on subjects of interest through special issues such as the March **Journal** devoted to poison prevention.

The annual APhA dues are $25 for Active membership, which includes a subscription to the Practical Pharmacy Edition, APhA Journal. Applications are available from the Membership Department, American Pharmaceutical Association, 2215 Constitution Avenue, N.W., Washington 7, D. C.

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FLORIDA SUPREME COURT DECISION TERMED POTENTIAL PUBLIC HEALTH DANGER

A decision by the Florida Supreme Court on March 16 that a State law requiring a registered pharmacist to be on duty at all times when a retail drug establishment is open for business is unconstitutional was termed "unfortunate and a potential danger to public health" by Dr. William S. Apple, Secretary of the American Pharmaceutical Association. The Supreme Court action grew out of a criminal action brought against a Miami proprietor.

In handing down its decision that the provision, Section 465.18 (1), Florida Statutes, was unconstitutional, the Court held that, in many drug stores today the preparation and sale of controlled drugs and medical supplies is only part of the total business of the store and that other operations of such a store were not so inter-related as to require "constant and immediate supervision" by a licensed pharmacist at all times.

Since the case grew out of a criminal action by Miami authorities and was not referred to the Florida State Board of Pharmacy, the Board was not in a position to bring the public health aspects of the provision to the attention of the Court.

"This incident," according to Dr. Apple, "is clear evidence of the need to enforce pharmacy statutes through State Boards of Pharmacy. Had this been the case in Florida, the Board would have been able to supply full information as to what would be the consequences of striking down this important section of the law. Striking out the section of the law requiring the presence of a pharmacist at all times substantially weakens other provisions of the pharmacy act and related State laws such as the narcotic and food, drug, and cosmetic laws," he said.

FALSE ADVERTISING?

The **Philadelphia Inquirer,** with a circulation of over one million, carried a full-page advertisement on Sunday, April 3, 1960, in behalf of the National Drug Plan.

The organization received an Apothecary License in the District of Columbia on March 30, 1960, with pharmacists Aaron Abramson and Stanley Newhouse as the principles. The premises for the operation are located at 731 N. Capitol Street, but a visit to the premises on Wed., April 6, 1960 (three days following the publication of the **Philadelphia Inquirer** advertisement) revealed that the offices consist of an empty room without any stock, fixtures or equipment.

The advertisement is misleading in that it states that "all prescriptions" are available, whereas narcotics and narcotic containing prescriptions cannot be sent through the mail. The advertisement clearly creates the impression that the National Drug Plan is operative, whereas the pharmaceutical facilities are nonexistent at 731 N. Capitol Street. The plan purports to be restricted to a "Select Group" but is in fact open to anyone who pays the $2 membership fee.

DRUG TOPICS PINK BOOK IS ANNOUNCED BY THE PUBLISHERS OF DRUG TOPICS AND THE DRUG TOPICS RED BOOK

Publication of the DRUG TOPICS PINK BOOK, a classified directory of advertised products sold over-the-counter in drug stores, has been announced by the publishers of the DRUG TOPICS RED BOOK. These two directories complement each other.

In the DRUG TOPICS PINK BOOK products are classified on the basis of their end use as cosmetics, toiletries, proprietary packaged drugs, sundries, first aid items, baby products, sick room supplies, stationery, tobacco products, confections and others.

More than 600 categories of products are printed in the Alphabetical Classifications Section. Thousands of brand name products are listed alphabetically under their specific classifications in this directory. Under each product listing is given the name of the manufacturer.

DRUG TOPICS PINK BOOK consists of three basic parts: (1) The alphabetical listing by classifications of products, (2) a cross reference index, (3) a list of manufacturers and their addresses.

DRUG TOPICS PINK BOOK's Cross Reference Index lists all of the basic categories in the Alphabetical Classifications Section. Products are classified in the every day language of the consumer.

It also provides cross references from technical groups to the consumer classifications used in the Alphabetical Classifications Section. In addition cross references are given to types of products closely related to other groups of products and to products which may be used for more than one purpose. Over 1000 references and cross references are listed in the Cross Reference Index.

The List of Manufacturers and their addresses is arranged alphabetically in the DRUG TOPICS PINK BOOK with code numbers preceding each manufacturer's name. These code numbers are the same as the code numbers used in the DRUG TOPICS RED BOOK. Thus the two publications, used together, will provide all sought for information on products, their forms, sizes, prices, classifications, brands and names of manufacturers.

Introducing the DRUG TOPICS PINK BOOK, H. K. Ambrose, Vice President of Topics Publishing Company, Inc., said: "We have recognized the increasing need for a comprehensive directory of the advertised drug store products usually referred to as up-front merchandise. DRUG TOPICS PINK BOOK will, we believe, prove a most valuable tool for everyone concerned with the marketing of over-the-counter drug store products."

DRUG TOPICS PINK BOOK is available from the Directory Division, Topics Publishing Company, Inc., 10 East 15th Street, New York 3, N. Y., at $8.00 per copy.

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Feature the candy that creates quick turnover and repeat business. Profit by the ever-growing demand for Schrafft's —recognized by candy-lovers everywhere as supreme in quality and flavor.

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BETTER PUBLIC RELATIONS NEEDED

The American health-care team must establish better communications with the public in order to correct present misconceptions about health care, Eugene N. Beesley, president of Eli Lilly and Company, said.

Beesley, addressing the 1960 Michigan Clinical Institute, said that lack of understanding of the true facts of medicine and medical care "is casting doubt on the integrity of drug manufacturers, the efficacy of drugs, the ethics of the medical profession, and the quality of hospital treatment."

He said that the health-care team faces two big responsibilities. "To the extent that complaints and criticisms are justified, we must strive to make improvements.

"Our second responsibility must not be overlooked. The health-care team has done a better job in providing care for the sick than in telling its story to the public. We must do a better job at public relations.

"In areas where the public is poorly informed or misinformed, all members of the team have an obligation to establish better communications on the local, state, and national levels. We must find out exactly where misunderstandings lie . . . there is much that different medical-care groups can do."

Beesley said that drug prices are widely believed to be "high" or even "too high." "But too high in relation to what?" he asked. "Are the prices paid by consumers too high in relation to the benefits received? Have drug prices risen out of proportion to other commodity prices?

"There is certainly no evidence of an inordinate increase in retail drug prices. In fact, according to Dr. Jules Backman, professor of economics at New York University, Americans today would be paying a billion dollars a year more for drugs if the price of medicine had gone up as much as the total cost of living since 1939."

Public misunderstanding of today's prices of prescription medicines stems from two measurements which can be misleading: total expenditures for drugs and average prescription price.

Total direct consumer expenditures for drugs increased from $1,466,000,000 in 1948 to $3,261,000,000 in 1958. Annual expenditures per capita increased from about $10 to about $19.

"But these increased expenditures for medicine do not necessarily reflect increased prices," he said. "They can and do reflect increased consumption. The principal reason for higher consumer expenditures for medicines is simply that more beneficial medicines are now available to the consumer than ever before in history.

"A second point of misunderstanding centers around another statistic: average prescription price.

"This figure is derived simply by dividing the total dollars spent for prescriptions in a given year by the total number of prescriptions.

"On this basis, the consumer who paid $1.51 for the average prescription ten years ago will pay approximately $3.00 for the average prescription today.

"But this yardstick," he said, "is also virtually useless as a sound measurement for drug pricing performance, for it compares totally different things. The average prescription today involves products, processes, and benefits which did not exist in 1948.

"Such complex products as broad-spectrum antibiotics, hormones, corticosteroids, and tranquilizers are very much a factor in the average prescription price today while they were nonexistent or quite different in 1948.

"Comparing average prescription prices over a period of years is like comparing prices of a one-engine plane of thirty years ago with a Boeing 707 jet transport. You would hardly conclude that the price of a 707 jet is too high, per se, because it costs more than Lindbergh's **Spirit of St. Louis.**"

TRANQUILIZER DRUGS CUT MENTAL ILLNESS

A revolution has taken place in our mental institutions, according to the Helath News Institute. A revolution which, for the first time, holds forth hope that instead of building new mental institutions, and searching desperately for personnel to staff them, we may be on the road to reducing our mental health problem.

This is not a bloody political revolution. It is a massive change based on a small tablet, a liquid, or hypodermic syringe. It is the revolution of the tranquilizer drugs.

Since the introduction of the tranquilizers, early in the 1950's, the population in the nation's state and federal mental institutions has decreased steadily. According to a report in the American Journal of Psychiatry, by Dr. Henry Brill and Robert E. Patton, of the Department of Mental Hygiene of the State of New York, there is a direct correlation between the introduction of tranquilizing drug therapy in the 1950's and the steady decline in the number of mental patients in New York State hospitals. The drop, they say, "was coincidental with the introduction . . . of the tranquilizing drugs."

The fall in the population of mental hospitals in New York has continued for four consecutive years. In the four-year period, the total reduction has been 4,100 cases.

But tranquilizing drugs have had a vital effect, even on those patients forced to remain hospitalized. This is evident in the reduction in the need for restraints and seclusion, and the liberalizing of hospital policy.

The Health News Institute points out that the decline in mental hospital population is not restricted to New York State. In the three-year period, 1955, 1956 and 1957, the Department of Health, Education and Welfare reports that population in mental hospitals throughout the nation declined by more than 10,000 patients, despite an increase in admission rates. And, during 1959, HEW states, mental hospital population declined by an additional 2,142.

The revolution in mental hospitals, sparked by the advent of the tranquilizing drugs, does not lie solely in the realm of statistics. For statistics do not tell the story of the thousands of patients who are helped out of the halls of uselessness and into the world of self-sufficiency; of the new hopes of those families who had been forced to commit a wife, husband, or child to a mental institution, or the emotions of those who found that a loved one would be able to return to a normal, useful life.

In sorrow the thoughts of your friends blends with yours.

ANDREW HECK

It is with sorrow we note the passing of Andrew Heck. Although in retirement, Mr. Heck remained active until the time of his death. He conducted the pharmacy which still bears his name at Patterson Park and Ashland Avenues for many years. His many friends mourn his loss.

EMBRAY E. ADAMS

It is with deep regret we record the demise of Embray E. Adams on March 27, 1960 after a long illness.

Mr. Adams was graduated from the University of Maryland School of Pharmacy in 1902. He conducted a drug store at Howard and Monument Streets from 1913 until 1929.

He will best be remembered as drug inspector for the State Department of Health. He occupied this position from 1938 until 1954, during which time he acquired a host of friends in retail pharmacy.

Elsie admits to a single-track mind. Her one and only thought is to sell MORE ice cream for Borden dealers. That certainly makes her a very desirable girl to have around.

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Usual dosage for adults and children: Four tablets or one packet of granules chewed and swallowed four times a day.

Supplied: Tablets in bottles of fifty—Granules in boxes of twelve one gram packets.

(1) Siver, Robert H.: Current Medical Digest, Vol. XXI, No. 9, September 1954. (2) McGivney, John: Texas State Journal of Medicine, Vol. 51, No. 1, January 1955. (3) Frykman, Howard M.: Minnesota Medicine, Vol. 38, No. 1, January 1955. (4) Weekes, D. J.: N. Y. State Journal of Medicine, Vol. 58, No. 16, August 1958.

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Baltimore, Md.

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The good-will created by the product, in addition to its fine quality, is an important factor in having the customer return again and again to the store that served her.

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VOLUME XXXV MAY, 1960 No. 7

78th Annual Convention

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Maryland Pharmaceutical Association
In Conjunction With — T.A.M.P.A. and L.A.M.P.A.
JUNE 27, 28, 29, 30, 1960

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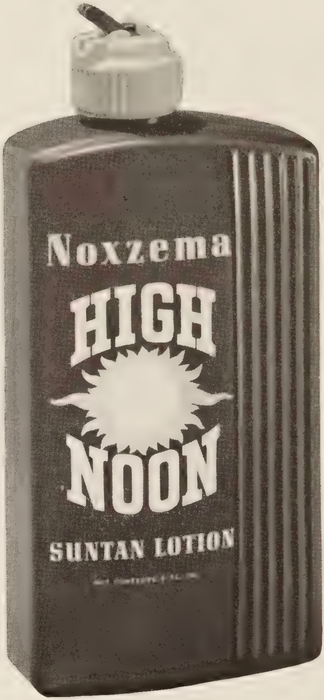
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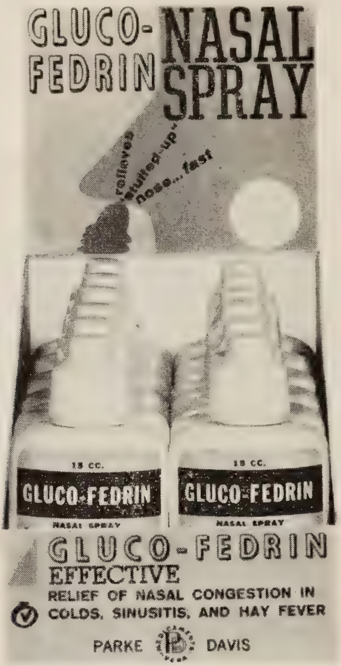
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The Maryland Pharmacist

MARYLAND PHARMACEUTICAL ASSOCIATION

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. . . Editorial . . .

THIS IS YOUR CONVENTION

The Maryland Pharmaceutical Association will hold its 78th Annual Convention at the Shelburne Hotel, Atlantic City, New Jersey, June 27, 28, 29, 30, 1960, with privileges of checking-in on Sunday, June 26th.

In planning its conventions, the Association takes many things into consideration. Many painstaking hours are devoted to details. Locale, accommodations and comfort are given prime attention. The Shelburne Hotel certainly offers these requirements. That is the reason it has been chosen again for the second time as a Convention site.

Realizing of course, that it is impossible to please everybody, the Program Committee, with the advice of President Mouat and General Chairman Goldfeder, and working in conjunction with all other committees, has arranged what it sincerely believes to be the perfect convention program.

The most important facet of the Maryland Pharmaceutical Association Convention is its business and speaking program. By attending the 1960 Convention, you will obtain first hand information on what is transpiring pharmaceutically, not only in your own State of Maryland, but throughout the entire United States. By being there to hear and discuss, you will benefit individually and your own enterprise will reflect progress through the knowledge you will have gained.

Two days of speaking programs have been scheduled. The first day will be devoted to merchandising and store modernization. This will include store planning, and remodelling. Emphasis will be stressed on two important drug store departments, namely the Cosmetic Department and the Tobacco and Tobacco Sundries Department. The second day will be devoted entirely to the Prescription Department and professional pharmacy. Outstanding speakers of national repute have been obtained to give you up-to-date and practical information.

You will hear committee reports, giving you an insight as to the workings of the Association throughout the year. Reports will be given by the Maryland State Board of Pharmacy and the School of Pharmacy of the University of Maryland. You will have an opportunity, as a member of the Maryland Pharmaceutical Association, to participate in business meetings; consider resolutions and policy of the Association; take part in nomination and election of officers, and to the State Board of Pharmacy.

The highlight of the entire Convention will be the bestowing of honors upon Dr. Robert L. Swain. The 78th Convention is being dedicated to Dr. Swain in recognition of his many contributions to American Pharmacy. The Annual Banquet will climax the festivities.

We realize of course, that all work and no play will make "Doc" a dull boy. So with this in mind, an excellent program of entertainment has been arranged to follow all business sessions during the afternoons and evenings of the Convention. In fact, business sessions will adjourn at 2:00 P.M. each day except Monday, which will be the only afternoon meeting. Afternoons and evenings will be devoted to entertainment and relaxation.

Special features have been provided for both the Ladies and Travelers Auxiliaries of the Maryland Pharmaceutical Association.

Those who have worked hard on this Convention with conscientious and unselfish vigor, realize that nothing is perfect. However, they have put forth their best efforts to put together a professionally educational and entertaining Convention. Won't you respond by being present and participating in the planned events? Remember, this is YOUR Convention.

NEW from Robins: an outstanding muscle relaxant-analgesic formulation for subduing the "two-headed dragon" of

'pain & spasm'

pain due to or associated with spasm of skeletal muscle

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ROBAXIN® WITH ASPIRIN

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Combining the widely-prescribed skeletal muscle relaxant—Robaxin—and the time proven analgesic, anti-inflammatory and anti-rheumatic agent—aspirin—whose plasma levels are built up by 50% when given with Robaxin.

Build up your prescription sales, too!

Be sure you have an ample supply of ROBAXISAL on hand. This new muscle relaxant-analgesic is being supported right now in your area by intensive journal advertising, direct mail and detailing promotion to physicians. It's a sure potentiator of new Rx business.

Each ROBAXISAL Tablet contains:
Robaxin (methocarbamol Robins*) .... 400 mg.
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SUPPLIED: ROBAXISAL Tablets (pink-and-white, laminated) in bottles of 100 and 500.

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PRESIDENT'S MESSAGE

GORDON A. MOUAT

Dear Fellow Pharmacists:

I hope by the time you read this message, you will have already made your arrangements to attend the Convention at the Shelburne Hotel, Atlantic City, New Jersey, June 27, 28, 29 and 30th. If not, do it today, there is still time to make reservations.

I am sure that the programs arranged by the committees, under the leadership of General Chairman Harold M. Goldfeder, with the assistance of your Executive Secretary Joe Cohen will be both enlightening as well as entertaining. The business sessions have been well rounded so that they will be informative regardless of the type pharmacy you operate. I am sure the social functions will be up to the standards established in the past.

As your President for the past year, the Convention becomes a milestone. Having been through the training period of committee work and line officer, it has been my privilege to have others working for me as your President, as well as you as a member. The Convention signifies the finish of this type work for me and puts me on the "sidelines" to be called upon if needed. Hence, I personally look forward to the Convention as the climax of some years of association work, and I most certainly hope that it will be one that you remember as one of the better Conventions.

As you no doubt know, it is our intention to honor Dr. Robert L. Swain at this Convention, and the Banquet will be dedicated to him.

Certainly we all know the work Dr. Bob has done for pharmacy. Since we still regard him as a native Marylander, please try to come to the Banquet if you are unable to attend the whole Convention.

Get your bags packed and meet me at the Shelburne.

Regards,
GORDON A. MOUAT
President

DID YOU KNOW?

Convention Expenses
Are Tax Deductible

Attend The

**MARYLAND PHARMACEUTICAL
ASSOCIATION CONVENTION**

**The Shelburne
Atlantic City, New Jersey**

June 27, 28, 29, 30, 1960

WHO SAID IT COULDN'T BE DONE

JUST ATTEND THE MPA CONVENTION

AND YOU TOO CAN COMBINE BUSINESS AND

PLEASURE - - -

HOTEL SHELBURNE - ATLANTIC CITY, N. J.

JUNE 27, 28, 29, 30, 1960

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Kaopectate
For treatment of diarrhea
Upjohn
A suspension of purified colloidal kaolin with pectin, possessing highly adsorbent and demulcent properties for use in the control of diarrhea

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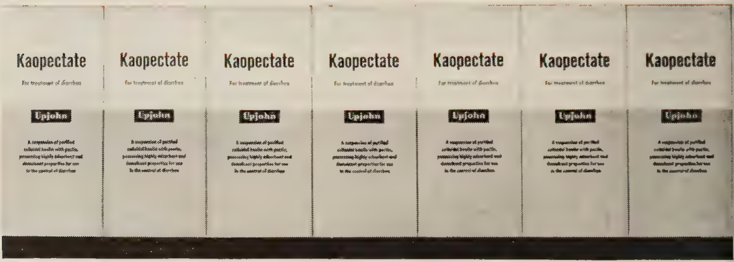

Kaopectate
For treatment of diarrhea
Upjohn
A suspension of purified colloidal kaolin with pectin, possessing highly adsorbent and demulcent properties for use in the control of diarrhea

KAOPECTATE*

Supplied in 6 fl. oz. and 10 fl. oz. bottles

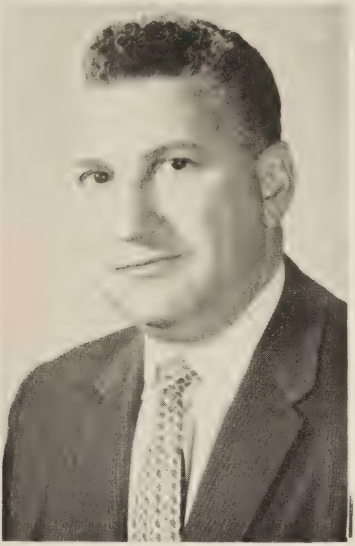
*TRADEMARK, REG. U. S. PAT. OFF.

Kaopectate is recommended by doctors more often than *any* other antidiarrheal agent. It pays to display and push the brand your customers *know* and *trust*.

Upjohn

The Upjohn Company
Kalamazoo, Michigan

A MESSAGE FROM THE GENERAL CHAIRMAN OF THE CONVENTION



HAROLD M. GOLDFEDER

Plans for the 78th Annual Convention have been completed. It will be held at the Shelburne Hotel in Atlantic City, New Jersey from June 27th through 30th. A very interesting program has been arranged for your enjoyment. This Convention is being dedicated in honor of Dr. Robert L. Swain and will be highlighted by a Testimonial Banquet to be held on Thursday night, June 30th.

Details of the business meetings and entertainment can be found elsewhere in this journal. It will be to your advantage to attend this Convention and hear the messages which our speakers have to present. It will also be to your advantage to attend this Convention and spend four relaxing days with your fellow pharmacists in the wonderful atmosphere of the Shelburne Hotel and amidst the many enjoyable facilities available in Atlantic City.

Hotel reservation and advance registration forms have been mailed to every pharmacy in Maryland and to every member of T.A.M.P.A. If you have not received this material, please contact the Association office at once. It is very important that you mail them back to us at once with your check covering REGISTRATION FEES ONLY. This will prevent your having any inconveniences at the hotel desk as no rooms will be assigned unless you register first. If, for some reason, you find it necessary to cancel, your registration fee will be refunded. With this arrangement, you have nothing to lose. It will save you time and will be of great help to the committee. Your cooperation will be sincerely appreciated.

Aside from the usual educational and relaxing benefits you derive from a convention, you will have the opportunity of paying honor to a man who has done ever so much for the profession of pharmacy and who has been so near and dear to us for these many years.

We are making arrangements for the largest Convention registration in the history of our Association. There will be surprises galore and prizes in many sizes. Will you be there? Start making plans now. Remember - This is your Convention.

As general chairman of the Convention, I wish to thank the entire Convention Committee, President Gordon Mouat and Secretary Joseph Cohen for their sincere efforts in planning this Convention. I would also like to thank the members of the various committees, and T.A.M.P.A. and L.A.M.P.A. for their cooperation.

HAROLD M. GOLDFEDER
General Chairman

**PATRONIZE
OUR ADVERTISERS
THEY ARE OUR FRIENDS**

PRESIDENT'S MESSAGE LADIES AUXILIARY MARYLAND PHARMACEUTICAL ASSOCIATION

MRS. ANTHONY G. PADUSSIS

Dear L.A.M.P.A. Members:

The greatest compensation any L.A.M.P.A. member can receive in our organization is her contact with the many members of the organization. An opportunity to fulfill this purpose is the occasion of the state-wide Convention.

Plans for the 78th Annual Convention to be held in Atlantic City at the Shelburne Hotel on June 27th through the 30th are complete.

We, of the Ladies Auxiliary of the Maryland Pharmaceutical Association are proud that our committees are working hand in hand with our parent organization, the Maryland Pharmaceutical Association to make this Convention another exciting and unforgetable event.

We cordially invite all of our L.A.M.P.A. members and guests to attend our Seventh Annual meeting which will take place on Wednesday, June 29th at the Shelburne Hotel. A glamorous and interesting program has been planned by the committee for your entertainment and pleasure.

We are looking forward to greeting all the ladies associated with Pharmacy, with a promise that this Convention will be a pleasant and enjoyable occasion.

Cordially,

MRS. ANTHONY G. PADUSSIS
President

BALTIMORE METROPOLITAN PHARMACEUTICAL ASSOCIATION PRESIDENT'S MESSAGE

GREGORY W. A. LEYKO

Dear Fellow Pharmacists:

The 78th Annual Maryland Pharmaceutical Association Convention, June 27th to June 30th, will be held at Atlantic City, New Jersey. The Convention Committee has obtained the Shelburne Hotel for this purpose The very name "Shelburne" needs no further

BEST WISHES

TO

The Maryland Pharmaceutical Association

FOR A SUCCESSFUL CONVENTION

LOEWY DRUG CO.

1120 N. CHESTER STREET
BALTIMORE 13, MARYLAND

acclaim. Your comfort and enjoyment will be catered-to to the utmost.

I strongly urge every member of the Association and every member of T.A.M.P.A. and L.A.M.P.A. to prepare plans to participate in the best planned convention that has ever been formed, for your welfare and the welfare of your profession.

Now, there are many people who have just entered the practice of Pharmacy and its allied fields, and perhaps a few of longer standing, who have never attended a pharmaceutical Convention. To these, let me make this suggestion —Atlantic City is just 150 miles from Baltimore, a round trip in one day can be accomplished with ease—come up, get acquainted, enjoy the day with us. Attend one of the meetings, and I'm positive you'll be glad you came and will be happy to become a "Full Conventioner" in the ensuing years.

GREGORY W. A. LEYKO
President

STRENGTH - SAFETY - SECURITY

Three words —
Backed up by years of service to **you.**

THE DRUGGISTS' OWN
Service Security Savings
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DON'T BE CAUGHT SHORT!
GINGER ALE
Suburban Club
PALE DRY

Convention Time Coming Up

The Maryland Pharmaceutical Association's Annual Convention will be held on June 27th to 30th, 1960 at the Shelburne Hotel, Atlantic City, N. J.

WHAT ARE CONVENTIONS FOR?

A Convention is held to exchange ideas.
It gives you a chance to meet old friends.
You meet other people socially.
You find out how other druggists operate.
You see the Auxiliaries in action.
You can relax and enjoy yourself.
If you miss a convention—you miss a lot.
Make your plans **NOW** to attend.

CALVERT DRUG CO., INC.
901 CURTAIN AVE.
BALTIMORE 18, MD.

HOpkins 7-3609

Convention Speakers

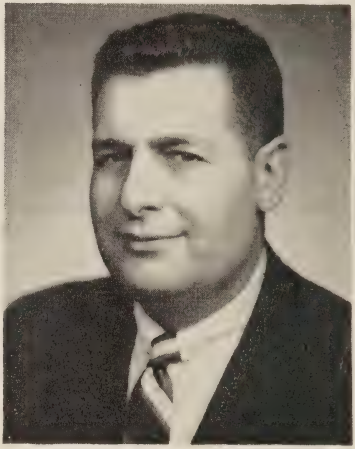
Professional and business presentations with discussion will be an important feature of the 78th Annual Convention. Our speakers, outstanding in their respective fields, will present interesting information for the benefit of Pharmacy and its practitioners.

GEORGE J. ABRAMS
President, Hudnut-DuBarry Division
Warner-Lambert Pharmaceutical Company

Mr. Abrams graduated from New York University in 1947 with a Bachelor of Science Degree in Marketing (magna cum laude). He became a Master of Business Administration in 1949. He was a member of the Faculty of N. Y. U. from 1950 to 1953, teaching in the Graduate School of Business Administration.

Mr. Abrams has a wealth of advertising and marketing experience. He has been associated in executive capacities with outstanding drug and toiletry companies such as: Whitehall Pharmacal Company, Eversharp Corporation, Block Drug Company, Revlon Incorporated, and since 1959, as President of the Cosmetics and Toiletries Division of Warner-Lambert.

He has contributed to many publications on advertising and marketing and he has received several awards for his achievements in these fields.



DR. WILLIAM S. APPLE
Secretary and General Manager
American Pharmaceutical Association

Dr. Apple was elected Secretary and General Manager of the American Pharmaceutical Association on August 21, 1959. He served as Assistant Secretary of the American Pharmaceutical Association from July 1, 1958, until August 22, 1959.

He is also Secretary of the House of Delegates and Council of the American Pharmaceutical Association. He is a

Congratulations

and

Best Wishes

to the

Maryland Pharmaceutical Association

JULIUS SCHMID, INC.

NEW YORK CITY

member of the Board of Directors of the National Health Council.

Dr. Apple was head of the Department of Pharmacy Administration at the University of Wisconsin, prior to joining A.Ph.A. staff. He held a number of administrative assignments at the University of Wisconsin, and from 1951 was coordinator of Extension Services in Pharmacy.

He served as Vice-President, President, and Chairman of the Board of Directors of the Wisconsin Pharmaceutical Association and as a member of the A.Ph.A. House of Delegates.

He was a member of the Wisconsin Public Health Council, delegate to the Wisconsin Inter-Professional Health Institute, and a Special Consultant to the State Department of Public Welfare.

Dr. Apple attended Wayne State University and the University of Wisconsin. Received a Bachelor of Science degree in pharmacy, a Masters degree in Business Administration, and a Doctor of Philosophy degree from the University of Wisconsin. He is a registered pharmacist in the State of Wisconsin, and was awarded fellowships by the American Foundation for Pharmaceutical Education.

FRAZIER CHESTON

Director of Distribution
Smith Kline & French Laboratories
Philadelphia

For the past year, Mr. Cheston has been Director of Distribution for Smith Kline & French Laboratories in Philadelphia. In this capacity, he supervises the Company's wholesale, retail and hospital relations. Prior to this appointment, Mr. Cheston had been Director of Hospital Service, during which time he specialized in work with state, V.A., and military hospitals.

In addition to his current duties, Mr. Cheston is a member of the Board of Directors of the National Association of Mental Health, Inc., and serves on the Hospital Committee and Steering Committee of the National Pharmaceutical Council.

WILLIAM M. MAPES

President, Federated Supply Corporation

Mr. Mapes is President of the Federated Supply Corporation, a resident buying office in New York representing the leading Tobacco

S.K.F.'s answer to the frequent claims that
"all vitamin preparations are alike"

new

Fortespan*

brand of
high potency multivitamins—therapeutic formula
—in Spansule® sustained release capsules

an O.T.C. preparation designed to:

- increase vitamin utilization
- cut down the wastage of vitamins
- increase the effectiveness of a multivitamin regimen

Available: Bottles of 30 and 100

Competitively priced • Heavily promoted
Professionally dispensed

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FRENCH

*Trademark

Distributors in each market of the United States.

In addition for being responsible for buying the products which are associated with tobacco departments, Mr. Mapes is responsible for merchandising and the sales planning of this merchandise both at the retail and wholesale level.

Prior to his present position, he had charge of the sundry buying and merchandising of the United Cigar Whelan Stores.

Mr. Mapes also operates a small chain of independent Tobacco and Variety Stores in the suburban Philadelphia area.

W. M. MONDAY
Director, Trade Relations
Roche Laboratories

Mr. Monday is a graduate of the Rutgers University, College of Pharmacy. He has taken postgraduate studies in advertising, sales promotion, and sales management in New York University and Columbia University.

He is a member of the Board of Directors of the Medical Exhibitors Association. He is a member of the Executive Committee and past General Chairman of the Rutgers Pharmaceutical Club, and also served as Treasurer and member of the Board of Directors.

Mr. Monday was a former field representative and temporary Division Sales Manager of Hoffmann-La Roche.

RUSSELL M. VOLLNIK
Administrative Assistant
The Bulman Corporation

Mr. Vollnik served as a Captain in the Army Air Force during World War II.

In 1945 he joined Bulman as Supervisor of the Order Department and Scheduling. Since 1953, he has been Product Manager and a Staff member of the Sales Department. In 1956, Mr. Vollnik was appointed Assistant to the Vice President of Sales and Marketing. In 1960 he was appointed Field Administrative Executive.

HAVE YOU MADE YOUR CONVENTION RESERVATION?

MR. DRUGGIST:

THE No.1 DRUG TURNOVER ITEM*

BAYER ASPIRIN
HEADACHES • COLDS
100 TABLETS
BAYER
ASPIRIN
5 GRS. EACH
FAST PAIN RELIEF
BAYER
Genuine
BAYER ASPIRIN

RATES YOUR No.1 DISPLAY SPACE!

GIVE BAYER NO.1 DISPLAY SPACE WITH...

The New, Unique
BAYER
GOLDEN
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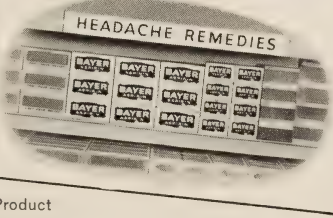
DISPLAY →

BAYER ASPIRIN
FAST RELIEF
HEADACHES COLDS
BAYER

AND

FACINGS THAT THE NO. 1 ITEM DESERVES
On Self-Service Shelves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IGNACIO HAYA GOLD LABEL

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BLUE RIBBON–DELUXE

SOLD IN DRUG STORES ONLY

3 for 50c Retail
1 Doz. for $1.50 Retail

No Change in Prices

Consumer accepted for 30 years

BLUE-RIBBON

AQUAPAC–The First and Best in rolled wet Skins

3 for $1.50 Retail
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Consumer Appeal — No Change in Prices

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. . . Fair Trade News . . .

BUREAU SEEKS ACTION ON PETITION TO CLEAR HARRIS BILL FOR HOUSE VOTE

A "call for action" has just been issued asking supporters of fair trade to urge Congressmen to sign a petition that would release the Harris National Fair Trade Bill (H.R. 1253) from the House Rules Committee and send it to the floor of the House for a vote.

The petition, known as Discharge Petition #5, was filed by Representative Oren Harris after the Rules Commitee decided to table the bill. It must be signed by a minimum of 219 members of the House to be effective. If 219 or more signatures are obtained, the Harris Bill will definitely be put to a vote before Congress adjourns.

In his "call for action", Dr. John W. Dargavel, executive secretary of the National Association of Retail Druggists, and chairman of the Bureau of Education on Fair Trade, reminded proponents of fair trade this would be their last chance to have the national fair trade bill voted on during the 86th Congress. In asking the lawmakers to sign the petition, he pointed out, they would be demonstrating their refusal to accept defeat "on this badly needed legislation."

"Communications to Congressmen should stress, as never before," the bulletin stated, "the urgent necessity of a national fair trade law if independent retailers are to have any hope of survival."

FAIR TRADE STICKER NOTICES

PEARSON PHARMACAL CO., Inc.—Page 72-C

Item	F.T.M.
Capudine Liquid—Small—⅝ oz.	.20
Capudine Liquid—Medium—2 oz.	.40
Capudine Liquid—Large—5 ozs.	.75
Capudine Liquid—Economy—1 pint	$1.79

THE NORWICH PHARMACAL COMPANY—Page 68

Item	F.T.M.
Amolin Powder—4 oz. (Spec. offer, Consumer pkg.)	.64

CHESEBROUGH-POND'S—Page 49-A

Vaseline Cream Hair Tonic—6 oz. (New Size)	.69

NOXZEMA CHEMICAL CO.—Page 69

Instant Shave—6¼ oz.	.89
Noxzema Skin Cream — Spec. 10 oz. Giant	.99

MALTBIE LABS.—Page 53-B

Desenex Aerosol—6 oz. can	$1.98

CHATTANOOGA MEDICINE CO.—Page 14-C

Black Draught Tablets—Trial Size	.15
Soltice Quick-Rub—1½ oz.	.69
Soltice Quick-Rub—3¾ oz.	$1.38
Soltice Children's Rub	.65
Soltice Cough Syrup—5 oz.	.69

A new price list for The Chattanooga Medicine Co. will be distributed by the Fair Trade Bureau later on this month.

DO YOU BELONG?

JOIN YOUR
LOCAL, STATE, NATIONAL
ASSOCIATION

"IN UNITY THERE IS STRENGTH."

Special Spring Deal!

the New ICE ROCKET

SNOWBALL MACHINE for only $278.

plus 12 GALLONS OF BLACKMAN'S
PURE FOUNTAIN SYRUP **FREE!**

LOOK AT THESE BIG FEATURES . . .

VERSATILE—Takes any size ice up to 4" cubes.

COMPACT—Takes less space . . . more room to work . . . serve . . . sell!

SIMPLE— Well designed mechanism means fewer service calls!

ECONOMICAL—Only $278 . . . $75 less than any other leading brand . . . pay just $16.66 a month after small down payment!

EFFICIENT—Eye-catching white plastic and stainless steel for easy cleaning!

Unconditional 2-Year Guarantee

Order before May 1 and get FREE 12 gallons of Blackman's Pure Fountain syrup . . . extra sweet profits on an outstanding buy. Call today!

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FOR
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POTENTIAL

INFORMATION WITHOUT OBLIGATION

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SMITH KLINE & FRENCH INC.

America's Foremost Service Wholesaler

Philadelphia

Serving Northern Maryland

Wilmington

Serving the Eastern Shore

School of Pharmacy, University of Maryland, News

ANNUAL PHARMACY ALUMNI MEETING

The Annual Meeting of the Alumni Association of the School of Pharmacy, University of Maryland, was held on May 5, 1960, 8:00 P.M. in the Kelly Memorial Building.

President Victor H. Morgenroth, Jr. welcomed the members and friends, gave a short resume of the activities of the year, expressing appreciation of the privilege of serving as President, with cooperative committees, which successfully planned and executed the many affairs of the year.

Dean Noel E. Foss reported receipt of special grants to the School of Pharmacy; also the appreciation of the continued support of the Alumni Association in providing $400.00 annually to secure a like amount from the American Foundation for Pharmaceutical Education for undergraduate students.

Executive Secretary, Frank J. Slama, read communications from members and organizations.

Mrs. Frank M. Budacz gave the annual report of the Treasurer, which included money from dues, the proceeds from the Souvenir Program of February 1960, and contributions to the Scholarship Fund—the balance representing a tidy sum for the 1960-61 activities. The Treasurer's report was audited by H. Nelson Warfield, Frank L. Black and John F. Wannenwetsch.

Reports were received from the following standing committees:

Executive Committee—
  Samuel Portney, Chairman
General Chairman—
  Irving I. Cohen
Program Committee—
  James P. Cragg, Jr., Chairman
Ticket Committee—
  Alexander M. Mayer, Chairman
Public Relations Committee—
  Milton A. Friedman, Co-Chairman
Entertainment Committee —
  Robert J. Kokoski, Chairman
Place and Arrangement Committee—
  Sam A. Goldstein, Chairman
Publications Committee—
  B. Olive Cole, Chairman
Deceased Members Committee—
  Francis S. Balassone, Chairman
Student Recruiting Committee—
  H. Nelson Warfield, Chairman
Student Aid and Scholarship Committee,
  Samuel I. Raichlen Chairman (Read by Joseph Cohen)
Membership Committee—
  Mrs. Frank M. Budacz
Kelly Memorial Committee—
  Simon Solomon, Chairman
Committee on Honored Alumnus—
  Joseph Cohen, Chairman

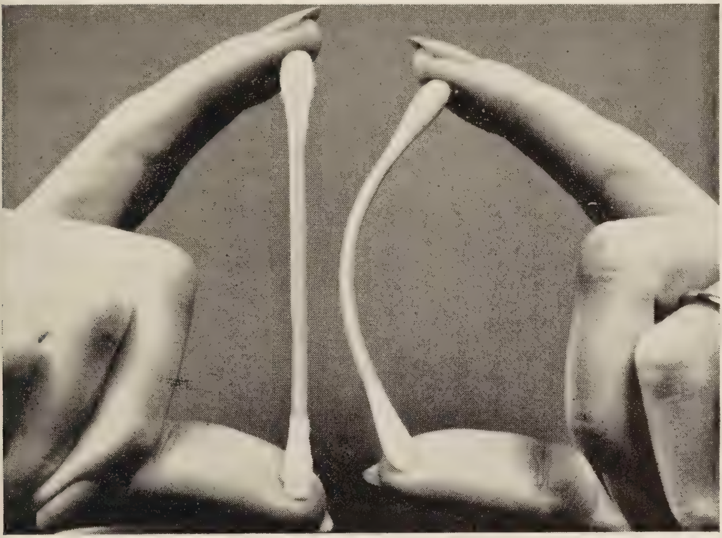
The Public Relations Committee recommended that a Bulletin of the Association be published four times a year, and that mailings be sent to each member of the Association.

The Committee on Honored Alumnus, Joseph Cohen, Chairman, reported that Mr. Ellis B. Myers was chosen as the Honored Alumnus and will be feted at the annual banquet of the Association on June 2, 1960.

Mr. H. Nelson Warfield, as Chairman of the Recruiting Committee, recommended that the title of the committee be changed to "Careers in Pharmacy"; that the Maryland Pharmaceutical Association and the Baltimore Metropolitan Pharmaceutical Association be invited as co-sponsors with the Alumni Association, and that attention be given in advising Guidance Counsellors in regard to the advantages of students in Pharmacy.

The Student Aid and Scholarship Committee reported 29 applications for scholarships and one loan. Ten students were selected from this group and eight scholarships were awarded. One stu-

It bends—because Johnson & Johnson Research Caters to Consumer Needs



To fill a real consumer need for greater safety, Johnson & Johnson Research developed a cotton swab which is firm yet flexible . . . "gives" under pressure instead of jabbing. The product: Johnson's Cotton Buds with "*SAFE-STEMS**."

A few of the many other outstanding products resulting from our research and development program are *RED CROSS*† Improved Bandage, BAND-AID* Plastic Strips Extra Large, Johnson's Medicated Powder, Johnson & Johnson's Cough Medicine for Children and LIQUIPRIN* Salicylamide Suspension.

This extensive research program will continue to seek new and better products which will mean new customers and more profits for you.

Johnson & Johnson

The most trusted name in surgical dressings and baby products

*Trademark

†No connection with American National Red Cross

dent withdrew from the course and two did not pass the requirements of the first semester for continued scholarships.

Mr. Samuel Portney has been selected as the representative of the Alumni Association at the June 1960 graduation exercises at College Park, to greet the graduates of the School of Pharmacy as they receive their diplomas.

Upon presentation by the Nominating Committee, Samuel Portney, Chairman, the following were elected as officers for 1960-61:

Honorary President—Mrs. Frank M. Budacz

President—Irving I. Cohen

First Vice-President—James P. Cragg, Jr.

Second Vice-President—Sam A. Goldstein

Executive Secretary—Dr. Frank J. Slama

Treasurer—H. Nelson Warfield

Executive Committee—

Victor H. Morgenroth, Jr., Chairman

Milton A. Friedman	Ex-Officio Members
John F. Neutze	B. Olive Cole
Robert J. Kokoski	Noel E. Foss

They will be installed at the annual banquet on June 2, 1960.

Candidates for the B. S. in Pharmacy and for graduate degrees, were elected to membership.

Joseph L. Muth was elected as an Associate Member of the Association.

The Annual Alumni Banquet will be held in the new Baltimore Student Union Building on June 2, 1960, at 8:00 P.M., following the Convocation of the School of Pharmacy at 6:30 P.M. in the new Library Building of the professional schools of the University of Maryland.

Parents of the graduates have been especially invited to attend the banquet of the Alumni Association on June 2, 1960, and many have indicated that they will be present.

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Feature the candy that creates quick turnover and repeat business. Profit by the ever-growing demand for Schrafft's —recognized by candy-lovers everywhere as supreme in quality and flavor.

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Schrafft's
Miniature Chocolates

WHICH ONE FOR YOUR OWN FAMILY?

When you fill a prescription for **your** wife or **your** child, do you really feel that any of the generic products will do–that any brand is reliable–or is there one particular brand you would prefer? ■ Don't you find yourself choosing a specific "brand name" because you feel there is something more behind the label statement–more care in selecting raw materials, intricate compounding, and exhaustive testing; and more knowledge of product problems and needs through continuing research? These are the intangibles which suddenly become very real when the patient is someone near and dear. ■ You may not be able to measure all intangibles which add up to Lederle Quality, but they provide the true basis of physician confidence and trust–seen in the continuing professional choice of a Lederle brand.

LEDERLE LABORATORIES, a Division of AMERICAN CYANAMID COMPANY, Pearl River, N. Y.

. CONTRIBUTIONS .

THE FEDERAL NARCOTIC LAW AND PHARMACY

Address of
Henry L. Giordano
Deputy Commissioner,
Federal Bureau of Narcotics

before the

Spring Regional Meeting of the
Maryland Pharmaceutical Association
Easton, Maryland, April 21, 1960

Narcotic addiction and the illicit narcotic traffic are of current interest to almost every segment of our population. Nearly every day in some part of the United States articles appear in the newspapers bearing on the narcotic problem in this country. Therefore, I am sure you will be interested in knowing that the Narcotic Control Act of 1956, since its enactment just three and one-half years ago, has been responsible for bringing about a marked decrease in the illicit traffic in this country. The gratifying results of this excellent piece of legislation are a tribute to the two committees of Congress whose comprehensive study of the narcotic problem brought about its enactment. During 1955 and 1956 a House subcommittee headed by Representative Hale Boggs of Louisiana and a subcommittee of the Senate headed by Senator Price Daniel, now Governor of Texas, made a nationwide survey of every facet of the illicit narcotic traffic. This new law provides more drastic penalties for the seller and smuggler of narcotics with a minimum mandatory sentence of five years for the first offense of sale of narcotic drugs or marihuana and 10 to 40 years for subsequent offenses. It eliminates parole, probation and suspended sentences for these violations. This law provides a specific penalty for the sale of heroin to a juvenile - 10 years to life - and, if the jury so recommends, the death penalty.

Although the new narcotic law is aimed at the narcotic peddler and the smuggler we have found that there is some concern in the pharmaceutical profession that a mere technical violation on the part of a druggist may subject him to the stringent penalties of the Boggs- Daniel Narcotic Control Act. Let me assure all members of the pharmaceutical profession that the penalties provided by this new law are intended only for the purpose of stopping the nefarious activities of the willful and persistent violators and not to harrass the conscientious pharmacist who in the course of his practice inadvertently commits a technical violation of the narcotic law. Technical violations of the law or regulations through ignorance of their provisions or carelessness are handled informally by the Bureau of Narcotics. We do not intend to change this policy. our primary concern is with the flagrant violator, very few of whom have been encountered in the pharmacy profession.

While the nationwide picture of the narcotic problem in the United States is most promising we still have a serious problem in a few metropolitan areas. One of the most serious situations is found in the New York area. In New York City alone are 45.7% of the narcotic addicts reported for the entire United States. The State of California has 14.2%, the majority of the addicts being in the Los Angeles area where the situation is especially serious. Illinois has 13.6% the majority of whom are in Chicago. The State of Michican has 5.2%, principally in and around Detroit. The remaining 21.2% are scattered throughout the other states. A few years ago Ohio was faced with a most serious narcotic problem.

(please turn to page 614)

FEATURE COKE WITH FOOD...

THEY DRINK IT MOST!

HERE'S ONE BEVERAGE THAT'S ALWAYS A MONEY MAKER

ICE COLD
HAVE A Coke
Refresh Yourself
DRINK Coca-Cola
SIGN OF GOOD TASTE

SERVE Coca-Cola REG U S PAT OFF

Have a LARGE Coke

COCA-COLA AND COKE ARE REGISTERED TRADEMARKS

Program

MARYLAND PHAR

in conjunction with the

SHELBURNE HOTEL, ATLANTIC

Registration in the Georgian Lounge (lobby)

MONDAY, JUNE 27—FIRST SESSION—KERRY HALL

2:00 P.M. Convention Call to Order—President Gordon A. Mouat
Opening Remarks—President Mouat
Communications
Committee Reports
Treasurer's Report
Secretary's Report
Announcements
Attendance Prizes
Adjournment

ENTERTAINMENT FEATURES:

9:00 P.M. Dancing—Ballroom
Entertainment with Audience Participation
Refreshments
Prizes

TUESDAY, JUNE 28—SECOND SESSION—KERRY HALL

10:30 A.M. Call to Order—President Gordon A. Mouat
Early Bird Attendance Prize
Invocation
Report of the Board of Pharmacy—Francis S. Balassone, Secretary of the Maryland Board of Pharmacy
Address of President Gordon A. Mouat
Prize Drawings
Address: Russell M. Vollink, "Mass Merchandising and Store Modernization"
Address: George J. Abrams, "The Amazing World of Charmaceuticals"
Address: William M. Mapes, "Merchandising the Tobacco Department"
Discussion Period
Announcements
Prize Drawings
Adjournment

ENTERTAINMENT FEATURES:

2:00 P.M. Wienie Roast at the Empress Swimming Pool
2:30 P.M. Bathing Beauty Fashion Show—Empress Pool
8:30 P.M. 1959 Convention Movies—George M. Brandt
9:00 P.M. Dancing—Ballroom
10:00 P.M. T.A.M.P.A. Surprise Show—Ballroom
Refreshments
Prizes

WEDNESDAY, JUNE 29—THIRD SESSION—KERRY HALL

10:30 A.M. Call to Order—President Gordon A. Mouat
Presiding—First Vice President Harold M. Goldfeder
Early Bird Attendance Prize
Report on the School of Pharmacy, University of Maryland, Dr. Noel E. Foss, Dean
Prize Drawings
Address: W. M. Monday, "It Takes Two to Tango"

onvention
TICAL ASSOCIATION
nd Travelers Auxiliaries
SEY — JUNE 27, 28, 29, 30, 1960

Address: Frazier Cheston, "Generic Drugs"
Address: William S. Apple, "What Price Professional Survival?"
Discussion Period
Announcements
Prize Drawings
Adjournment
11:00 A.M. LAMPA Annual Meeting—Gifts—Brady Room

ENTERTAINMENT FEATURES:
11:00 A.M. LAMPA DuBarry Cosmetic Demonstration—Brady Room
3:00 P.M. Water Show at the Empress Swimming Pool
9:00 P.M. Dancing—Ballroom
10:00 P.M. Professional Variety Show—Ballroom
Refreshments
Prizes

THURSDAY, JUNE 30—FOURTH SESSION—KERRY HALL

10:30 A.M. Call to Order—President Gordon A. Mouat
Early Bird Attendance Prize
Communications
Memorial Services
Report of the Nominating Committee
Election of Officers and Members of the Executive Committee
Election of Three Nominees for Appointment of One to the State Board of Pharmacy
Prize Drawings
Report of the Committee on Resolutions
Old Business
New Business
Announcements
Prize Drawings
Adjournment of the Convention
10:30 A.M. TAMPA Annual Meeting—Brady Room
3:00 P.M. Meeting of MPA Officers and Executive Committee—Brady Room

ENTERTAINMENT FEATURES:
6:00 to 7:00 P.M. Cocktail Party—Courtesy Calvert Drug Company, Henry B. Gilpin Company, Loewy Drug Company and Muth Brothers and Company.
7:00 P.M. Annual Banquet in Honor of Dr. Robert L. Swain
Presentations to Dr. Swain
Response by Dr. Swain
Pharmacy Week Awards
Installation of Officers

PLEASE NOTE: Badges Must Be Worn At All Events.

Banquet Tickets Available For Those Not Registered at the Shelburne at $15.00 per person. The Banquet is considered as Part of the Hotel Convention Rate.

Breakfast will be served from 8:00 to 11:00 A.M.
Dinner will be served from 6:00 to 8:00 P.M.

Donors of gifts, prizes and favors shall be announced throughout the events of the Convention.

Following a widely publicized citizens campaign led by the then States Attorney General C. William O'Neill, legislation was enacted in Ohio which provided a minimum prison sentence of 20 years for illegal sale of narcotics. The results have been dramatic and demonstrate what effective legislation can do to control a serious problem. The illicit traffic and narcotic addiction have decreased by better than 85% and peddlers convicted in Ohio under this law have been heard to remark that they should have left the narcotic traffic and entered some other racket. Many of the traffickers convicted under the Narcotic Control Act of 1956 have expressed similar views.

The Ohio law, which is the most severe of all state narcotic laws, and the Federal Narcotic Control Act of 1956 have caused other states to strengthen their narcotic laws. In 1957 the States of Alabama, Colorado, Illinois, Minnesota, Missouri, Pennsylvania and Texas adopted legislation increasing penalties for narcotic law violations. On January 1, 1958 the State of Illinois established a State Division of Narcotic Control. This new Division under the able direction of Mr. M. L. Harney, former Assistant to the Commissioner of Narcotics, is making noteworthy inroads on the Chicago narcotic problem. Where just two years ago Illinois was second to New York in the number of addicts it has now dropped to third place below California. In 1958 the States of Kentucky and Louisiana enacted laws providing increased penalties for narcotic violations and in 1959 the States of Colorado and Nevada followed suit with laws increasing penalties for narcotic violations.

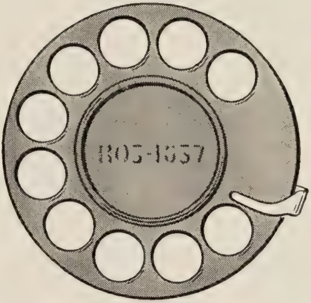
Although a few problem areas remain, narcotic addiction in this country is on the decrease. The greatest improvement has been among the juvenile groups. In 1955 the number of addicts in the group under 21 years of age represented 13.1% of the addict population. Today that group accounts for just 3.8% of the current addict population with 92% of this group over the age of eighteen.

Despite the decrease in addiction and the reduction in the illicit narcotic traffic we still have the perennial advocates of the narcotic clinics proposing the free distribution of narcotic drugs to addicts as the solution to the narcotic problem in this country. Prior to federal controls the incidence of addiction was one in 400 of our population; today the rate of addiction is one in 4000 of the population. The establishment of free dispensaries throughout the country to supply addicts with all the drugs they can consume, as proposed by the clinic advocates, would cause addiction to spread like wildfire and would nullify all the gains made in 50 years of effective narcotic control. The adoption of such a proposal would be disastrous.

Heroin smuggled into this country is currently our greatest problem in the illicit traffic, with 93% of the addicts using this drug. Heroin enters the United States from Europe and the Near East, Red China and Mexico. Clandestine factories operating in France, Syria and Lebanon process opium and morphine base from Turkey, one of the major producers of opium. The heroin from these factories is eventually smuggled into the United States and Canada through France and Italy. While most countries are making an effort to control the illicit international traffic, no such effort is being made by the Chinese Communists. The illicit traffic in drugs from Red China flows unabated through Burma, Laos, Cambodia, Thailand, Hong Kong and Japan into the West Coast cities of the United States.

The Bureau of Narcotics has long recognized the need for striking at the sources of supply abroad. For the past ten years we have had a complement of agents overseas assisting foreign police in intercepting shipments of heroin destined for our country. These agents have been successful in

℞ EMERGENCY?



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making large seizures of heroin, apprehending important international traffickers and eliminating clandestine heroin factories.

The United States has consistently led all countries in the world-wide struggle against the illicit traffic and narcotic addiction. The United States has been ably represented on the United Nations Commission on Narcotic Drugs by Commissioner of Narcotics Harry J. Anslinger who is the acknowledged authority on all phases of the narcotic problem.

At the Thirteenth Session of the United Nations Commission on Narcotic Drugs a forward step in international control was taken in the drafting of a Single Convention on Narcotic Drugs. This draft has been transmitted to all member countries of the United Nations for comment. Early in 1961 a plenipotentiary conference will convene to consider these comments and to adopt the Single Convention which will replace the nine existing narcotic treaties.

For control purposes the proposed Single Convention would group all narcotic drugs under four schedules. Schedule One would subject drugs in this group to full controls. Schedule Two would list drugs subject to less rigid controls. Schedule Three would list preparations which would be exempt from international control. Schedule Four would contain those drugs the use of which would be barred except for scientific purposes. Heroin would fall into this last category.

Provision is to be made for adding to Schedules One and Two any drug potentially liable to abuse or ill effects similar to those already listed in the Schedules. The Commission on Narcotic Drugs would be empowered under provisions of the Single Convention to change the scope or control by amending any of the Schedules after consultation with the World Health Organization.

Under the proposed Single Convention two international control organs would be established. The International Narcotic Commission, which would perform duties similar to those of the present Commission on Narcotic Drugs, and the International Narcotic Control Board. The Board would require all countries to submit annual estimates of their narcotic requirements similar to those estimates now required by existing conventions. However, the estimates for producing countries would also include areas to be cultivated for production and the approximate quantities of drugs to be produced. This will restrict world production of opium to only that quantity needed for medical and scientific purposes. This should effectively eliminate that excess production of opium which now finds its way into the illicit traffic. In administering the estimate system and the system of statistical returns the Control Board would have the additional duty of instituting remedial measures against any country which might accumulate excessive quantities of narcotic drugs or might become a center of illicit traffic. The Single Convention contains many other features all designed to lead to better international control.

At the Fourteenth Session of the United Nations Commission on Narcotic Drugs held in May 1959 in Geneva, Switzerland, the Commission again urged all governments to increase their efforts to detect and suppress illicit production, to apprehend narcotic traffickers, and to impose severe penalties on those convicted of narcotic offenses.

Just a short time ago the Government of Iran placed a complete ban on the production and consumption of opium. Iran had been one of the major producers of opium, a considerable portion of which found its way into the illicit traffic with the result that there was in Iran the staggering number of two million addicts. Since the ban on opium production and consumption, Iran has been able to bring about a drastic reduction in the number of its addicts. Afghanistan followed Iran with a

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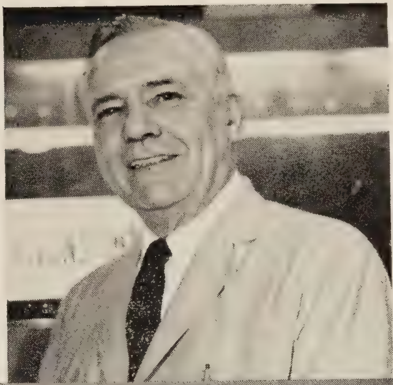

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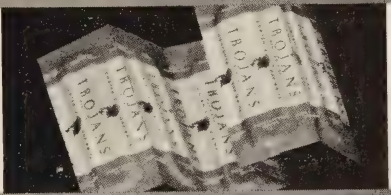

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similar government prohibition on production and consumption of opium. On June 30, 1959 the Government of Thailand banned the smoking of opium and closed all its licensed opium shops.

The discovery and development of new synthetic narcotic drugs during recent years have brought about a condition requiring additional controls in the United States. There are now some 65 synthetic narcotic drugs which can cause addiction.

At the present time there is at the White House awaiting the signature of President Eisenhower a Bill introduced by Representative Frank M. Karsten of Missouri which will provide for national control of the manufacture of these new synethetic narcotic drugs. This piece of legislation, referred to as the Narcotic Manufacturers Bill, had the support of industry and the Bureau of Narcotics. The Bill provides for the licensing of manufacturers of synthetic and natural narcotic drugs and will give the Bureau of Narcotics authority to set up manufacturing quotas for all basic classes of narcotic drugs. The latter provision will insure that only sufficient natural and synthetic narcotic drugs are manufactured for domestic and export requirements. This confirms by legislation a practice followed by the Bureau of Narcotics for a good many years with the cooperation of the drug manufacturers.

The Narcotic Manufacturers Bill will simplify the procedure for bringing new synthetic narcotic drugs under full control by permitting the Secretary of the Treasury or his delegate to issue the necessary finding that a particular new drug has addiction-forming or addiction-sustaining liabilities and is subject to narcotic controls.

Another important feature of the Bill relates to exempt narcotic preparations. In those areas of the United States where the illicit traffic in heroin has been controlled, a situation has developed which is of concern to the pharmacist. The addicts in those areas are resorting to the use of paregoric to meet their needs. We have also encountered in some areas of the country the abuse of certain narcotic preparations containing dihydrocodeinone, particularly by younger individuals. A provision of the Manufacturers Bill will enable the Commissioner of Narcotics to correct this problem. It will give him the authority to remove from the exempt category those narcotic preparations which are being subjected to widespread abuse. This provision will also permit the Commissioner of Narcotics to place a drug in the exempt class. Thus some of the narcotic drugs which are relatively harmless could be removed from the prescription requirement and placed in the exempt category.

At this point I would like to extend my congratulations to the representatives of the Maryland State Department of Health, the Maryland Pharmaceutical Association, the Maryland State Board of Pharmacy, and all the pharmacists in this State for their initiative and foresight in having dihydrocodeinone preparations removed from the exempt category under your State Law. This will effectively eliminate its widespread abuse in Maryland.

In localities where the illicit traffic has been greatly reduced the addict can be expected to engage in the forging of narcotic prescriptions and in the burglarizing of drug stores. The pharmacist must therefore be alert to detect forged narcotic prescriptions and to maintain proper safeguards for his narcotic stocks.

Recently there have been attempts to weaken the narcotic law of your State by eliminating the mandatory penalty provisions which have been so effective in Maryland in keeping the narcotic problem under control. I urge you to vigorously resist any such attempts. The weakening of your State law would only lead to a resurgence of the illicit narcotic traffic and an upswing in narcotic addiction.

During the 30 years since the establishment of the Federal Bureau of Narcotics we have consistently received the support and cooperation of the druggists in our fight to keep the illicit narcotic traffic under control. Being a pharmacist I am especially proud of my profession. The high standards it maintains are reflected in the fact that of the 45,391 recorded addicts in the United States only 29 of these were pharmacists. The druggists of Maryland should be gratified that not one pharmacist in Maryland has ever been reported as being an addict. The support the Bureau has received from all the pharmacists of this country has made our job much easier.

On behalf of Commissioner Anslinger and the Bureau of Narcotics I want to express appreciation for your cooperation and assistance and to assure you that they have been a major contribution to the effectiveness of our work.

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PHARMACEUTICAL USES OF POLYSORBATE 80

By B. F. Allen*

Polysorbate 80, U.S.P., commonly known as Tween 80[1], is a non-ionic surface active agent widely used in pharmaceuticals and allied products. It is often referred to in literature as a surfactant, emulsifier, solubilizer, dispersing agent, wetting agent, or a detergent.

This chemical substance is the result of a reaction between sorbitol, oleic acid, and polymers of ethylene oxide. It is usually a lemon to amber-colored oily liquid having a somewhat bitter or salty taste. Also, it is soluble in water, alcohol, and several vegetable oils.

Very extensive pharmacological studies on various species of animals have conclusively demonstrated the suitability of TWEEN [2] products as food and pharmaceutical emulsifiers. These tests have included not only acute but successive generation and life-span studies in the white rat, as well as human feeding studies over periods ranging more than one and a half years without deleterious indications. Many auxiliary studies have also been conducted which have determined the metabolic fate of these products. In fact, clinical studies on human subjects have revealed beneficial effects, particularly with regard to fat and fat-soluble vitamin absorption and nutrition. Clinical tests have also demonstrated the TWEEN products to be non-irritating to human skin.

Several oral preparations are available commercially in which Tween 80 is the therapeutic ingredient (or one of the important constituents) which causes a more homogenous and finer emulsification of dietary fat. This is very useful in the treatment of malnutrition due to faulty fat absorption, gallbladder disorders, etc.

It is also available in combination with other ingredients forming what is referred to as a new physico-chemical complex for normalizing cholesterol metabolism, which creates a significant rise in urinary output of cholesterol. The latter, of course, is believed to be an important factor in the cause of hardening of the arteries, etc.

Many antibiotics are limited in use because of their limited solubility characteristics. By the use of Tween 80, transparent water emulsions of tyrothricin and other antibiotics can be prepared.

Experimentally, many workers have investigated the usefulness of the TWEEN products in the preparation of intravenous fat emulsions. Some of the results were encouraging while others indicate such emulsions to be unsatisfactory for use in the human.

One thought has recently been advanced that Tween 80 can enhance Vitamin B_{12} absorption because sorbitol itself has been found to do just that and has been included in the formulation of many Vitamin B_{12} preparations.

Increasing interest by physicians in Polysorbate 80 has been shown in recent months. The author has received numerous requests for information on this particular chemical substance—which has suddenly begun to appear as an important ingredient on prescriptions requiring some compounding effort on the part of the pharmacist.

Tween 80 is used as a solubilizing agent for oil-soluble vitamins in multivitamin elixirs, reserpine in parenterals, phenobarbital in elixirs, chloramphenicol in eye drops, coal tar in alcohol, vitamin A palmitate in injections, and in many other formulations where it is desirable to reduce appreciably the alcohol content.

---

*Associate Professor of Pharmacy, University of Maryland.

[1] Trade name of Atlas Powder Co., Wilmington, Del.

[2] The following are commercially available: Tween 20, 21, 40, 60, 61, 65, 80, 81, 85.

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It is often used to improve formulas such as Burow's emulsion, zinc oxide and bismuth subnitrate suspensions in olive oil and lime water combinations, and many other similar emulsion vehicles and lotions.

Also, the water absorption properties of many ointment bases have been increased by the addition of the Tween products. Generally, the addition of a surfactant of this type to a greasy ointment will convert the preparation to a washable-type, or reduce, to some extent, the many objections that are associated with the extremely greasy formulations.

In order to further illustrate the usefulness of Polysorbate 80 as a dispensing aid in extemporaneous compounding, the following formula for a 50 per cent castor oil emulsion is presented:

Castor oil	50.0 Gm.
Polyoxyethylene sorbitan monooleate (Polysorbate 80)	1.0 Gm.
Flavored water, to make	100.0 ml.

The compounding directions are as follows:

Add the Polysorbate 80 to the castor oil and triturate. Then add the flavored water gradually with trituration until the necessary volume is obtained. The emulsion can be readily prepared by shaking, although it creams somewhat upon standing.

Some time ago, a study was conducted to compare intestinal absorption of three commonly used cardiac glycosides in cats under nearly identical experimental conditions. It was found that the maintenance dose of digoxin in "Tween 80" in capsules would be estimated to be one-fifth of the present dose of 0.5 mg. for tablets, if absorption in humans is similar to that in cats. The results of this work should indicate to a pharmacist that some caution should be exerted against the indiscriminate use of "surfactants" when potent ingredients are prescribed for oral use.

The following commercial products are available containing a TWEEN as an ingredient:

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MONICHOL [3] (liq)
MONITAN [3] (liq)
OXYSORBILE-PH [3] (cap)
SORLATE [3] (cap)
TESSALON (amp)
TOPICAL ANESTHETIC (liq)
TOPOCIDE [3] (emul)
UNGUENTINE (oint)

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[3] Contains Polysorbate 80

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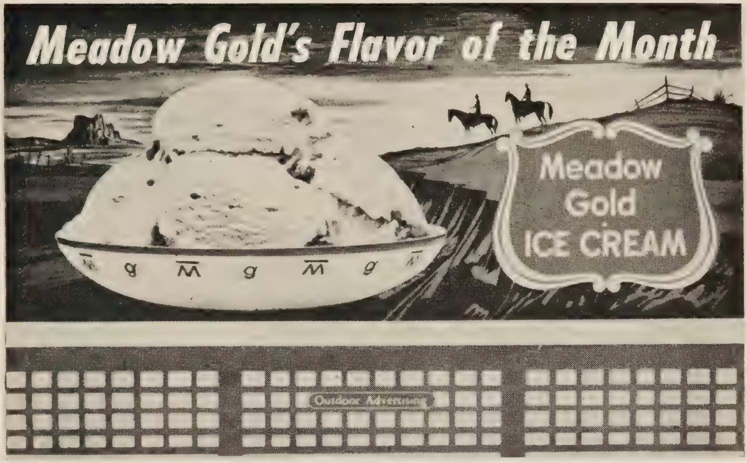
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Volume 18 **MAY, 1960** **No. 9**

T.A.M.P.A. PRESIDENT'S CONVENTION MESSAGE

ALBERT HEYDEMANN

Dear Members of the TAMPA....

Our 1960 Convention at the Shelburne Hotel in Atlantic City this summer promises to be the best ever!

I therefore urge all of you to begin *now* making your plans to attend, in order to avail yourself of this splendid, once-a-year opportunity to meet with your friends and customers of the trade.

Our committees have all been burning the midnight oil, making plans and preparations. I would, at this time, like to thank each of the Chairmen and his members for the fine work they are doing - and are promising to do - to make this convention such a tremendous success.

An excellent program of entertainment has been arranged, and for this my particular thanks go to our First Vice President of the TAMPA and Convention Entertainment Chairman, Dick Crane.

I am personally looking forward with great anticipation to greeting each of you there.

Sincerely yours,

ALBERT HEYDEMANN,
President

EMORY HELM MEMORIAL MEETING

May 7, 1960 was Ladies' Day at the monthly luncheon meeting for

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T.A.M.P.A. at the Park Plaza Hotel. As was mentioned in a previous communication, the permanent Memorial to Emory Helm was dedicated and was formally presented to the association. Witnessing this historic occasion, were Emory's three daughters, Mrs. Luber, Mrs. Janney, and Mrs. Fox, who were TAMPA's guests for the day. It was announced at the dedication that the Emory Helm Memorial Fund would definitely be interested in charitable activities in which TAMPA members were associated.

The trip to Pine Street Station proved very educational. The judge described the function of the court, his operation of it, and his interest in helping the unfortunate who came before him.

At the meeting, before visiting Pine Street Station, it was announced that a 50-50 Club has been instituted to keep the Emory Helm Memorial Fund active. One thousand memberships will be sold at a dollar each and a drawing will take place on June 30, 1960 at the annual convention of the Maryland Pharmaceutical Association at Atlantic City. Membership cards have been distributed to all of the local wholesalers. All are invited to take advantage of this opportunity to win up to $500 cash at the convention drawing. Only 1,000 membership cards will be distributed.

All TAMPA members, as well as the wholesalers, have full information on this subject. Don't wait until June 30th to sign up! *Do it now!* It is for a good cause.

All TAMPA members are urged to take an active part in this year's convention. Real values can be gained at this meeting and all are urged to participate.

TAMPA ANNUAL MEETING
SHELBURNE HOTEL
JUNE 30th

THEY WENT THAT-A-WAY...

Abbotts and Jane Logan DeLuxe Ice Creams travel from freezer to customer as fast as a cowboy draws his shootin'-iron.

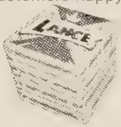
If you want your cash register to have a spur-like jingle, jangle, jingle give **us** a ring at

EDMONDSON 6-4000

ABBOTTS DAIRIES, INC.
45 S. CATHERINE ST.
Baltimore, Md.

don't be caught short

People get **mad** when they can't buy their favorite tasty Lance snacks. So don't be caught short.
Let your Lance salesman help. He can stock your displays with enough of the right flavors to keep your customers happy.



LANCE
Charlotte, North Carolina

All the Features you'd choose yourself!

FLAVOR-IZED
FLARE-TOP
ICE CREAM CONES

TOPS with ice cream . . . TOPS in ice cream cones . . . you and your customers will "go" for Flavor-ized Flare-TOPS. If your regular wholesaler can't supply you, write or phone:

MARYLAND BAKING COMPANY
1200 South Eutaw Street, Baltimore, Md.

FLARE-TOP
CAKE
TOPS
ICE CREAM MERCHANDISERS
Flavor-ized
ICE CREAM CONES
PROTECTED QUALITY-DISTINCTIVE FLAVOR

NO ONE

Ever Outgrows the Need for

MILK

GET THE BEST . . . . GET . . . .

Sealtest
TRADE MARK
DAIRY PRODUCTS

MU lberry 5-3800

OREOLE PROVES
your customers, not you,
pay for your air conditioning.

CUSTOMERS CALL OFTENER
stay longer, buy more

BUSINESS INCREASES
up to 40%

EMPLOYEE
efficiency
increases

YOU CAN BE SURE . . . IF IT'S **Westinghouse**
SURE OF MORE BUSINESS—MORE PROFITS

SPECIAL
Spring
prices
and
Special
terms to
druggists.

Always call
CEnter 3-1000
The
OREOLE
Refrigeration Co.
2308-10 FREDERICK AVE.
BALTIMORE 23, MD.

-: NEWS ITEMS :-

DR. SWAIN HONORED

DR. ROBERT L. SWAIN

Friends of Dr. Robert L. Swain honored him at a Testimonial Dinner held at the Hotel Commodore, New York on Thursday, May 12th. The Ballroom was filled to capacity.

So impressive was the Program Citation, we are reprinting it in full:

"For over half a century, Dr. Robert Lee Swain has given untiringly of his abilities and energies to the many faceted drug and pharmaceutical field. On the occasion of this "Salute Dinner," the friends of Dr. Swain are pleased to pay tribute to a man who has devoted a lifetime of dedicated service to the many phases of his profession.

Regarded as one of the most profound thinkers in pharmacy, Dr. Swain has filled a score of careers with great distinction. He has served as a state health official, board of pharmacy secretary, association leader, educator, journalist, and as an authority on drug laws and pharmacopeial projects. To each of these he has brought a high sense of purpose and unswerving dedication which has earned for him the title of Distinguished Pharmaceutical Statesman.

A grateful profession has recognized his contributions and has honored him in an unparalleled fashion. He is a Remington Medalist and has been cited by outstanding universities and colleges with honorary degrees.

Dr. Swain has long been one of the mainstays of pharmaceutical education. He has given unstintingly of his labor and time to the American Foundation for Pharmaceutical Education and the American Council on Pharmaceutical Education and was a member of the Committee on the Pharmaceutical Survey.

Dr. Swain has served with distinction as chairman of the Board of Trustees of the U. S. Pharmacopeia for 15 years. His advice has also been sought by the military authorities. He has for a number of years been a consultant to the Surgeon General of the U. S. Army and a member of the Library of the Medical Department of the U. S. Army.

Born in Delaware, the son of a Methodist minister, Dr. Swain got his first insight of retail pharmacy in Dover, the state capital. He was encouraged by his pharmacist-employer to enter the profession. In 1909, he graduated as a Doctor of Pharmacy from the University of Maryland with honors. He left the retail field for public health activity, becoming State Deputy Food and Drug Commissioner of Maryland and secretary of the Maryland Board of Pharmacy. Typical of his quest for further education, he attended the University of Maryland School of Law, receiving his LL.B. degree in 1932.

Dr. Swain became early identified with organizational pharmacy. He served as president of the American Pharmaceutical Association, National Association of Boards of Pharmacy and the Maryland Pharmaceutical Association. He headed the National Association of Retail Druggists' Committee on State and National Fair Trade Legislation (during which time most fair trade laws were enacted by most of the states and Congress passed the Miller-Tydings Act).

In 1935, Dr. Swain was named pharmacy editor of Drug Topics and in 1939 took over the editorship of Drug Topics and Drug Trade News, and is now Editor-in-Chief of these two national publications.

This salute is presented to Dr. Robert Lee Swain, and his wife, his helpmate of 49 years—not only in recognition of his brilliant achievements as truly one of the great leaders of American Pharmacy, but as a demonstration of the deep affection and admiration his friends have for him."

Several presentations were made including an oil portrait by Robert A. Thom, the famous artist who has painted the History of Pharmacy series of paintings.

Maryland was well represented by the following: Dr. and Mrs. H. A. B. Dunning, Dr. and Mrs. J. H. F. Dunning, H. A. B. Dunning, Jr., Charles A. Dunning, Frank L. Black, Mrs. Mary F. Du Mez, Miss B. Olive Cole, Dr. and Mrs. L. M. Kantner, Francis S. Balassone, Dr. and Mrs. Lloyd N. Richardson, Gordon A. Mouat, James E. Allen, Alexander J. Ogrinz, Jr., Victor H. Morgenroth, Jr., Joseph U. Dorsch, Simon Solomon, John F. Wannenwetsch, Dr. John C. Bauer, Frank Block, Harold M. Goldfeder, Morris R. Yaffe, Dr. Noel E. Foss, Norman J. Levin, Mr. and Mrs. Joseph L. Muth, Frederic T. Berman, Hyman Davidov and Joseph Cohen.

The color motif of the program and dais was black and gold, the Maryland colors, "Maryland My Maryland" was the procession music.

Yes indeed, Maryland was well represented and duly recognized. Bob Swain has done well for the Free State of Maryland. We are proud of him, and we who attended the Salute to Dr. Swain Dinner, were delighted to have been included in the celebration. You too may have an opportunity to honor Dr. Swain by attending the Maryland Pharmaceutical Association Convention.

—NOTICE—

TO THE 1960 PHARMACY GRADUATES:

The Maryland Board of Pharmacy will conduct examinations for registration as pharmacists at the School of Pharmacy, University of Maryland, Baltimore.

These examinations will begin on Monday, June 20, and continue through Wednesday, June 22, 1960.

Please come to the office of the Board of Pharmacy, 301 West Preston Street, Baltimore 1, Maryland, Room 401, to fill out and file your application for this examination.

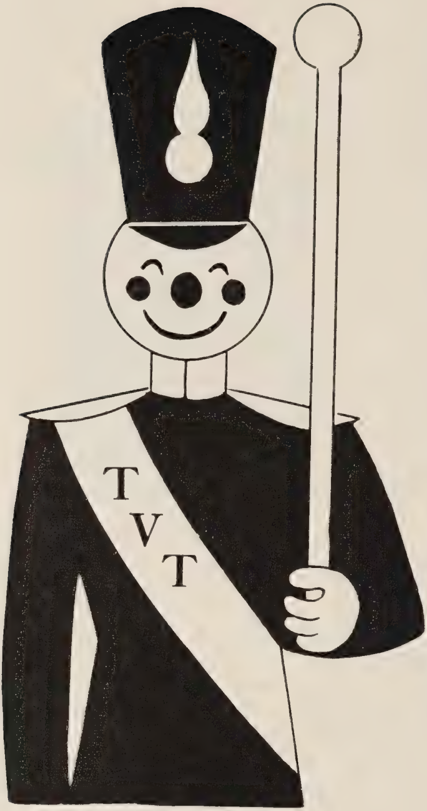
Please bring with you a recent photograph of yourself, 3 x 3 inches. This photograph must be certified by the dean or some other official of the school of pharmacy.

F. S. Balassone, Secretary
Maryland Board of Pharmacy

ZAGREB, YUGOSLAVIA IS SITE FOR SIXTY-FIRST DRUG FAIR

Drug Fair Number Sixty-one will officially open in Zagreb, Yugoslavia, on September 4th, 1960.

Milton L. Elsberg, president of the Washington area chain of super drug department stores, says that September 4 has been set as the date for the start of the International Trade Fair, in Zagreb. Drug Fair will occupy 15,000 square feet of the U. S. Pavilion there; and its display will be an exact full-



INCREASE YOUR TOY SALES YEAR 'ROUND AT NO EXTRA COST

BE a TV-Time Toy Store

Tie-in with the most successful toy promotion of all time! This sales-proven merchandising program is already doing wonders in hundreds of stores throughout the Baltimore metropolitan area.

You get exciting, eye-catching, point-of-sale pieces . . . your store name on television . . . personal plugs by such stars as Pop Pop, Jack Wells, Royal Parker, Nelson Baker and Buddy Dean!

Plus bonus sales boosters . . . monthly toy give-aways . . . bicycle give-aways . . . fabulous Disneyland trip contest . . . all tied-in with your store.

BOOST PROFITS NOW!

Be a TV-Time store to cash in on extra business.
Becoming a TV-Time store does not cost you one cent extra.

Phone Bob Lewis, TV-Time Supervisor, BR. 6-3695, or EA. 7-1950.

I. L. TOY COMPANY
1023 EAST BALTIMORE ST.

The
Burrough Bros.
MANUFACTURING CO.

Quality
Pharmaceuticals
Since 1863

123 MARKET PLACE
BALTIMORE 2, MD.

Austin's
CHEESE PEANUT BUTTER SANDWICHES
Austin's
CHEESE PEANUT BUTTER SANDWICHES

Quick Stop—Quick Profit

When folks "on the go" stop
for a "coke" or a "cup of joe",
you boost the unit sale
with a package of Austin's.
And Austin quality brings 'em
back again . . . brings you
more profits, faster!

Austin's®
Peanut Butter Sandwiches
Cookies & Snack Varieties

Austin's
Box 1936
Balto. 3, Md

size duplicate of one of its D. C. area stores.

Drug Fair is participating in the Zagreb Trade Fair at the invitation of the office of International Trade Fairs, U. S. Department of Commerce. The display will include a complete lunch-soda fountain, prescription department, and cosmetic, cigar and camera supplies counters, as well as American magazines and paper-bound books, and ready-to-wear apparel for men, women, and children. A "sales" staff of Yugoslav college students will be on hand to demonstrate cameras, phonographs, transistor radios, mechanical toys, and the use of beauty creams, home permanent-wave kits and facial make-up preparations.

Milton Elsberg will go to Zagreb in advance to personally supervise on-the-scene organization of the project.

PROS AND CONS OF LEASING

A third edition of its study on equipment leasing for smaller manufacturers, department stores and supermarkets, has just been issued, it was announced by the Foundation for Management Research.

Revised and expanded to 24 pages, the study is entitled: "The Pros and Cons of Equipment Leasing for Smaller Manufacturers, Department Stores and Supermarkets."

A new section added covers a discussion of renewals and options-to-buy at the end of the lease period, and an examination of the latest Internal Revenue Service rulings with regard to write-offs of payments on leased equipment.

Included in the study are new tables and charts analyzing the comparative costs of leasing, outright cash purchase, and purchase by conditional sales contract. Charts analyzing cash flow are also included. Set out in detail are analyses of specific situations where it is advantageous to lease equipment, and situations where it is disadvantageous.

WORLD'S FINEST SALTED NUTS

Double Kay
NUT SHOP

Fresh From Our

Double Kay
NUT SHOP
DEPARTMENT ®

The leading drug store owners in your state will tell you the Double Kay Nut Shop is producing more sales and profits than any item in the drug store occupying similar space.

IF —— you have a clean, first-class drug store, let us reserve a Nut Shop for you.

THE KELLING NUT CO.

2800 W. Belmont Ave. Chicago 18, Illinois

Single copies of the 3rd edition are available free to business executives by writing to the Foundation for Management Research, 121 West Adams Street, Chicago 3, Illinois.

DRUG STORE CHANGES

The following are changes in drug stores for April:

New Stores

McAlpine Pharmacy, Inc., Charles L. Young, Pres., St. John's Lane & Baltimore National Pike, Ellicott City, Maryland.

Adelphia Terrace Pharmacy, Melvin J. Sollod, Prop., 9107 Riggs Road, Adelphia, Maryland: Formerly Adelphia Terrace Pharmacy, Inc., Melvin Sindler, Pres.

Peoples Service Drug Stores, Inc., #61, 10113 New Hampshire Ave., Hillandale, Silver Spring.

Carville Benson Hopkins, Carville's Corner Pharmacy, 3 Milk Oak, Route 1, Annapolis.

Change of Address

Kay Cee Drugs, East Pines Shopping Center, 6009 Riverdale Road, East Riverdale, Maryland (Emess Corp., Irving Goldberg, Pres.) Formerly: 6007 66th Ave., Riverdale.

Fairway Pharmacy, Inc., 525 Dale Drive, Silver Spring, Maryland Walter Moyer, Pres., Formerly located at 8204 Fenton Street, Silver Spring, Maryland.

Change of Ownership

Whittlesey's Drug Store, 7135 Wisconsin Ave., Bethesda, Maryland Mrs. Elizabeth D. Whittlesey, Secretary and Administratrix of Estate of Wm. H. Whittlesey.

John Joseph Engberg, Hayman's Pharmacy, Main & Lake Streets, Salisbury—Formerly Hayman's Pharmacy, Albin A. Hayman, Prop.

Change to Corporation

F. H. Kaminski, Pharmacist, Inc., 3138 O'Donnell Street, Baltimore 24, Maryland—Felix H. Kaminski, Pres.

Robins

MAY CHECK LIST

Tear out for a handy check of
your current stock of these
Robins products that are receiving
special promotion in your area
THIS MONTH

☐ **Robaxisal®**

☐ Tab. 100's

☐ **Dimetane®**

☐ Tab. 100's ☐ Tab. 500's ☐ Extentabs 100's ☐ Extentabs 500's
☐ Elix. 16 oz. ☐ Elix. Gal. ☐ Amp. 1 cc. 6's ☐ Amp. 1 cc. 100's
☐ Vials 2 cc. ☐ Expectorant 16 oz. ☐ Expectorant Gal.

☐ **Donnazyme®**

☐ Tab. 100's ☐ Tab. 500's

☐ **Allbee® with C**

☐ Cap. 100's ☐ Cap. 500's ☐ Cap. 1000's

Why not check your stock of
all Robins products at the same time
—and be prepared

A. H. ROBINS CO., INC., RICHMOND 20, VA.

NATIONAL EPILEPSY LEAGUE ESTABLISHES MAIL-ORDER PRESCRIPTION OPERATION

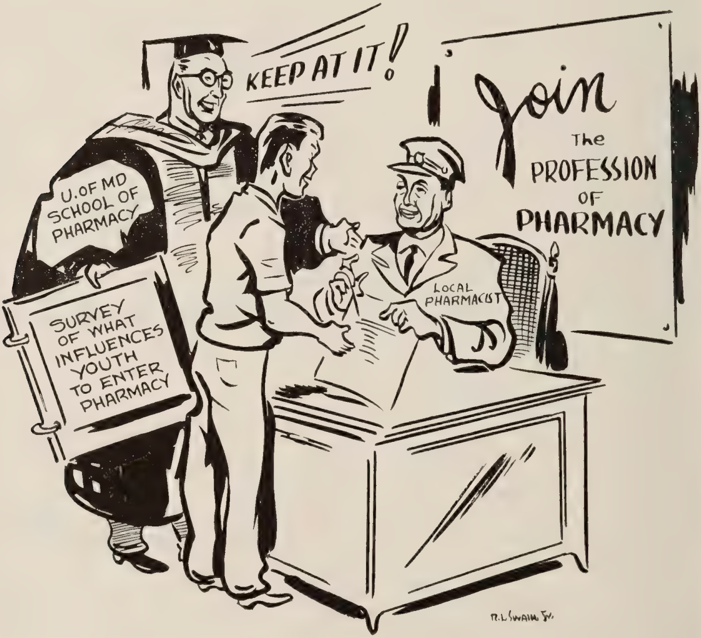
The American Pharmaceutical Association today expressed grave concern over the announced opening this month of a mail-order prescription operation by the National Epilepsy League.

Located in Chicago, Illinois, the National Epilepsy League operation will purportedly service a membership of more than 45,000 and a potential 1.5 million epileptics from all over the United States.

According to American Pharmaceutical Association Secretary William S. Apple, "This will be a pharmacy in theory only, representing partial pharmaceutical services, dispensing a limited number of medicines and completely eliminating the personal relationship so necessary to adequate pharmaceutical service."

"Moreover," Dr. Apple continued, "the admitted delays in getting badly needed medication create a serious health hazard for the epileptic. Mail-order operations have indicated a time lag of anywhere from 10 days to two weeks in getting prescriptions into the hands of the patient. One lost package can have tragic implications."

Dr. Apple then noted, "Victims of epilepsy have been preyed upon for years by unscrupulous mail-order operations. In recent years, considerable progress has been made by enforcement


KEEP AT IT!
U. OF MD SCHOOL OF PHARMACY
SURVEY OF WHAT INFLUENCES YOUTH TO ENTER PHARMACY
Join The PROFESSION OF PHARMACY
LOCAL PHARMACIST
R.L.Swain Jr.

HE MAKES A GOOD CONTACT MAN!

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Ajax Hard Rubber Combs
Devilbiss Atomizers
Camp Stationery
Lacross Manicure Implements
Millers Forge Manicure Implements
Jones Enamelware
Gillette, Gem, Razors and Blades
Schick Blades and Razors
Eaton High Grade Stationery
Becton Dickinson Products
Kotex, Kleenex, Modess, Yes
Tampax
Doeskin Products
Foster Forbes Glassware
American Thermos Bottles
Sheiks-Ramses

Miller Drug Sundry Co.
105 W. Redwood Street
Baltimore 1, Maryland

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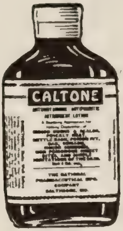

A Soothing LOTION

For Minor Skin Irritations

1 Doz. 4 oz. $3.50
2 Free With Each Doz.
F.T.M. $.69

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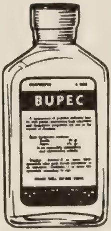

An Effective DIARRHEA MIXTURE

1 Doz. 4 oz. $3.50
2 Free With Each Doz.
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1 Doz. 8 oz. $5.40
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BYE-BUG
INSECT REPELLENT

A Fine INSECT Repellent

ODORLESS—GREASELESS

1 Doz. 2 oz. $3.50
2 Free With Each Doz.
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The National Pharmaceutical Mfg. Co.

BALTIMORE, MD.

agencies with the cooperation of medicine and pharmacy in curbing illegal and fraudulent mail-order schemes directed to epileptics. It is most unfortunate that the National Epilepsy League should now condone the mail-order mechanism and thus open the door to untold tragedy."

The American Pharmaceutical Association was among the first to recognize and point out the inherent public health hazards of mail-order prescription schemes and recently identified participation by pharmacists in these operations which eliminate the traditional physician - patient - pharmacist relationship as an unethical practice of the profession.

SPOTLIGHT PRODUCT OF THE MONTH

COPPERTONE

Featured in all BMPA Stores

WITH

Dial 123 *Live* Radio

ERNEST AND MARTIN FOX HONORED AT AUSTIN'S 25TH ANNIVERSARY

Ernest H. Fox and Martin Fox, president and vice-president of Austin Biscuit Corporation, were presented a testimonial plaque during a dinner and dance celebrating Austin's 25th anniversary at the Hotel Stafford.

Warren J. Craig, plant superintendent, oldest seniority employee, made the presentation on behalf of the employees and associates gathered to commemorate the founding of the Baltimore firm, in 1935, by the Fox brothers.

Portraits on the plaque, executed in bas-relief, were sculptured by Hans Schuler, well-known Baltimore sculptor.

Originally a local manufacturer of peanut butter sandwiches, Austin today markets nationally 23 varieties of cracker and cookie snacks.

The firm, formerly known as Austin Packing Co., Inc., assumed the present corporate name in 1959 so as to be more more descriptive of its products, and the baking industry of which it is a part.

A Special Flavor

PEACH ICE CREAM

A special blend of fresh-frozen sliced yellow peaches and creamy-rich ice cream. A cooling summertime dessert treat.

Delvale
ICE CREAM

Always good taste...

- Quality Flavors
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- Ice Cream Molds

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Fast Movers in your Cigar Department

Quality tobacco, competitive prices and smoker preference by a generation of Marylanders make these famous brands belong on display in your cigar department.

Uncle Willie Cigars ● **Monument Square Cigars** ● **Monument Square Filter Cigars**

For a new experience with quick moving, fresher and preferred cigars . . . in boxes and five packs, call today.

THE SCHAFER - PFAFF CIGAR COMPANY
630 S. WOLFE STREET — BALTIMORE

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DR. ROBERT L. SWAIN TESTIMONIAL BANQUET

SHELBURNE HOTEL — ATLANTIC CITY, N.J.

JUNE 30, 1960 — 7:00 P.M.

TICKETS $15.00 PER PERSON BY RESERVATION ONLY.

The Banquet is included in the 78th Annual Convention of the Maryland Pharmaceutical Association, without extra charge, for those registered at the Shelburne through June 30th.

PREFERRED PROTECTION

New arrangements for providing Automobile Insurance and other forms of protection are now available. These new methods may provide substantial savings over your present insurance cost.

If you would be interested in having our representative contact you regarding these matters kindly let us know. We feel that our staff is particularly qualified to serve the pharmaceutical profession.

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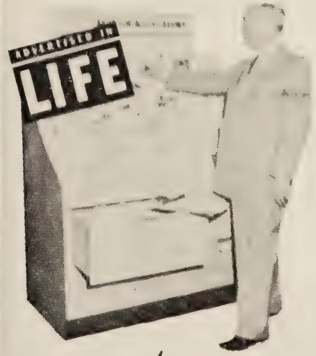

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Mark Twain said nobody does anything about the weather. Elsie says SHE does, because she makes people "deliciously cool" with Borden's Ice Cream.

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ICE CREAM
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the orally effective
uterine relaxing hormone

Lutrexin® TABLETS

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IN PREMATURE LABOR
THREATENED AND HABITUAL ABORTION
AND DYSMENORRHEA

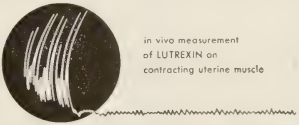
LUTREXIN has been used successfully in functional dysmenorrhea[1,2] for the past six years, as well as in selected cases of premature labor[3,4,5] and threatened and habitual abortion.[6,7]

LUTREXIN exerts an indirect, as well as a direct, relaxing action on the uterus by blocking the pituitary hormones.[8]

LUTREXIN administered orally decreases uterine contractions within thirty minutes.[1,9]

LUTREXIN is a naturally occurring, non-steroid, uterine relaxing hormone, biochemically different from other ovarian hormones.

1. *Jones, G. S. and Smith, F.: Am. J. Obstet. Gynecol., Vol. 67, No. 3, 628-633, 1954.*
2. *Jones, Scott S.: Northwest Medicine, Vol. 54, 1253-1254, 1955*
3. *Majewski, J. T. and Jennings, T.: Obstetrics & Gynecology, Vol. 5, No. 5, 1955.*
4. *Majewski, J. T. and Jennings, T.: Obstetrics & Gynecology, Vol. 9, No. 3, 1957.*
5. *Rezek, G. H.: Annals of The N.Y. Academy of Sciences, Vol. 75, 995-997, 1959.*
6. *Hardy, E. D.: to be published*
7. *Trythall, S.W.: The Journal-Mich. State Med. Soc., p. 711, 1958*
8. *Bryant, H. H.: to be published*
9. *Bryant, H. H.: Annals of The N.Y. Academy of Sciences, Vol. 75, 1037-1038, 1959.*



in vivo measurement
of LUTREXIN on
contracting uterine muscle

HYNSON, WESTCOTT & DUNNING, INC. BALTIMORE
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Leaving A Nice Taste

When consumers have pleasant recollections of their purchases—that's good-will—a valuable asset in the mercantile world.

Hendlers Ice Cream creates good-will for the folks who sell it, due to its superb quality, delicate texture and luscious taste.

HENDLERS GOOD OLD-FASHIONED ICE CREAM.
Hendlers
The Velvet Kind
ICE CREAM

THE MARYLAND PHARMACIST

PRACTICAL • PROGRESSIVE • PROFESSIONAL

VOLUME XXXV JUNE 1960 No. 8

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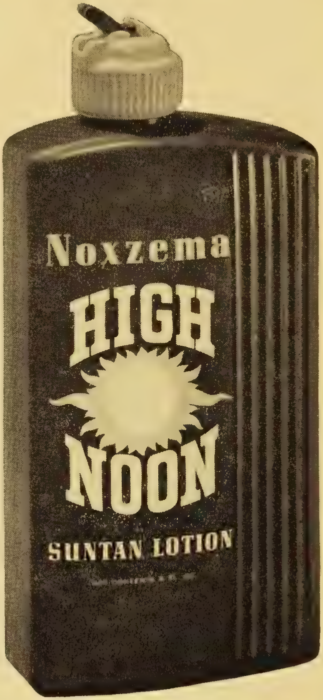
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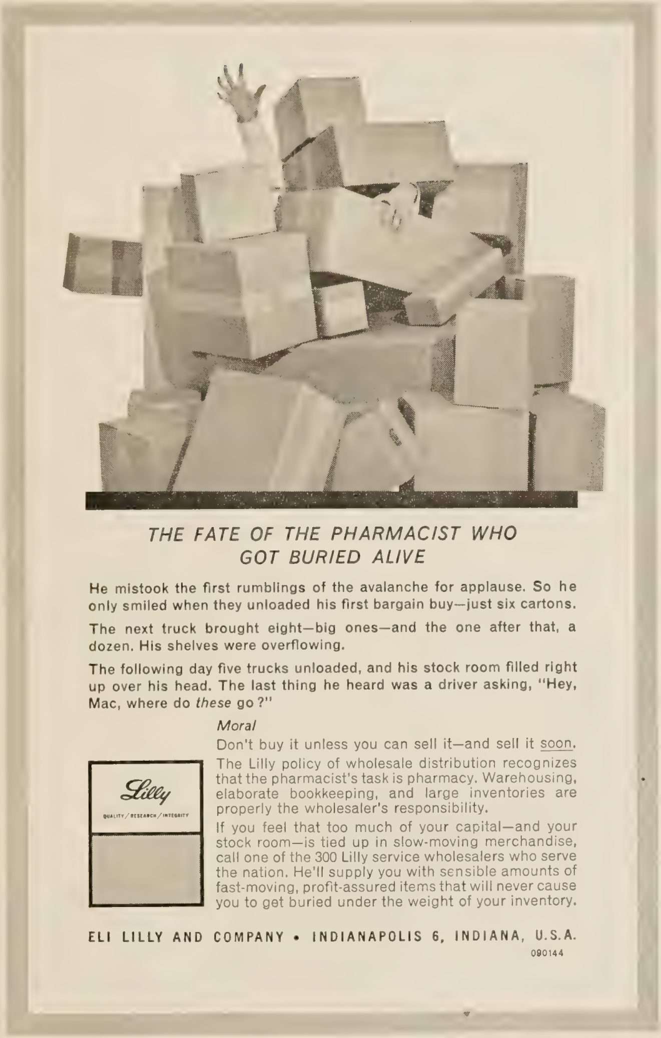
HIGH
NOON
SUNTAN LOTION

★ Three popular sizes: 3 oz. tube, 89c; 6 oz. plastic bottle, $1.45; 12 oz. plastic bottle, $2.45. Stock now for quick summer profits.

NOXZEMA CHEMICAL COMPANY



THE FATE OF THE PHARMACIST WHO GOT BURIED ALIVE

He mistook the first rumblings of the avalanche for applause. So he only smiled when they unloaded his first bargain buy—just six cartons.

The next truck brought eight—big ones—and the one after that, a dozen. His shelves were overflowing.

The following day five trucks unloaded, and his stock room filled right up over his head. The last thing he heard was a driver asking, "Hey, Mac, where do *these* go?"

Moral

Don't buy it unless you can sell it—and sell it soon.

The Lilly policy of wholesale distribution recognizes that the pharmacist's task is pharmacy. Warehousing, elaborate bookkeeping, and large inventories are properly the wholesaler's responsibility.

If you feel that too much of your capital—and your stock room—is tied up in slow-moving merchandise, call one of the 300 Lilly service wholesalers who serve the nation. He'll supply you with sensible amounts of fast-moving, profit-assured items that will never cause you to get buried under the weight of your inventory.

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The Maryland Pharmacist

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... Editorial ...

VACATION-TIME

Vacation-time has dual significance to the retail druggist. Both are extremely important to his well being.

On the one hand, vacation-time should be an anticipated occasion to pause, relax and rest with family and friends. There are too many of us that do not consider an honest-to-goodness vacation important. This thinking is wrong of course. There is nothing more important in life than health and happiness. A vacation does help to provide these two necessities of life.

Why not take the time for that trip to the seashore? How about that lazy fishing trip you have been dreaming about? It may be a motor trip, a flight to the coast, or a week or two on a farm away from the telephone, and the hustle and bustle of routine business. Whatever your hobby or choice, do it—*It Is Later Than You Think.*

On the other hand, vacation-time in of economic significance to the retail druggist. It is a seasonal time of the year loaded with merchandising opportunity.

Everybody is on the move, vacation-bound. If you do not believe me, ask the travel agencies, resorts, Automobile Association of America, or the finance company. Statistics show that people do take trips and vacations even if they have to borrow money to do so.

Drug stores can make capital of this growing trend by merchandising summer and vacation needs. If you have not already done so, it is time to do a complete house-cleaning job on your drug store. Take down those displays of winter and slow moving items and replace them with the impulse summer and vacation sundries the customer is ready to buy.

Give special attention to those new sun-tanning preparations. Mass displays of sunglasses, beach and bathing supplies, picnic goods, travel size toiletries, cameras and photo supplies, will put your store on Main Street.

In the drug category, such items as: poison ivy remedies, sunburn preparations, motion sickness drugs, and chafing and rash preparations, are in the forefront of demand and sales. Insect repellents, talcums, toilet water, colognes, dusting powder and deodorants are also popular summer items. There are many more sundry, toiletry and drug items that could be added to the list of drug store vacation and summer merchandise.

Another important point to remember, is to advise your customers that you will service them while they are on vacation. This is a personal touch that shows interest in their welfare and is always appreciated. The personal touch is pharmacy's greatest latent asset. This is a good opportunity to start bringing it to life.

So much for the business phase of vacation-time. I would like to return to you personally if I may. Conventions can be lots of fun. Strangely enough, they can be attended with very little employee inconvenience or absence from the store. Just a few days.

The American Pharmaceutical Association Convention will be held in Washington, D.C., August 14-19, 1960. Right "next door", so to speak. Why not take it in?

The National Association of Retail Druggists Convention will be held in Denver, Colorado, October 23-27. This one takes a little more time, but I assure you the effort will be worthwhile.

Yes, vacation-time is important—for your health; for your happiness; and for your economic well being. Have a nice summer.

in the public eye . . .

COLLYRIUM

LOTION • DROPS

Stop lagging summer sales with an eye-catching counter display of COLLYRIUM—the Wyeth specialty that provides soothing, refreshing relief for sun-strained eyes. And take advantage of the Wyeth bonus deal on COLLYRIUM that offers you real profits.

When you buy:	You get:
116 units	28 units, Free
60 units	12 units, Free
21 units	3 units, Free
11 units	1 unit, Free

Sorry no assortments

Cash in on this high sales market! Talk to your Wyeth Territory Manager now.

AVAILABLE:

	YOUR PRICE*:
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COLLYRIUM EPHEDRINE EYE DROPS	
Plastic squeeze bottles of 4 fl. drams	.33

*Based on minimum direct order.

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PRESIDENT'S MESSAGE

Fellow Pharmacists and Friends:

This message is probably a little harder to write than normally for several reasons. The major reason, of course, is the fact that this is my last opportunity to talk to you as your president, and secondly, I am writing this before our annual Convention. Hence, I cannot say anything about the proceedings at Atlantic City.

I hope you all enjoyed the Convention and returned to your normal routines with some little idea that will help you in your professional career, and will make you just a little more successful.

If the Convention was a success, it was due to the work of your officers and committees with the help of your Executive Secretary. As always the work, help, and support of our two auxiliaries, T.A.M.P.A. and L.A.M.P.A. was exemplary.

My final thoughts to you as your president must be a plea for unity. It is my opinion that in the last several years we have had too many small groups that have been playing petty politics without the good and welfare of either the Association, or our profession, at heart.

If we wish to be recognized as a profession, then we must conduct ourselves as professional men. This be true whether it be in our private or business life, and particularly in our Association affairs. We must remember the general public knows us by one of two things: either bad publicity caused by one of our own profession, or accomplishments generally gained by cooperative efforts by your Association.

I leave you with thanks to all that have helped me in the past, and all the best to the new officers. I stand ready to help in any way possible in which I might be useful in the future for the good of Pharmacy.

Sincerely,

GORDON A. MOUAT,
President

THE VALUE OF A SMILE

It costs nothing, but creates much.

It enriches those who receive, without impoverishing those who give.

It happens in a flash and the memory of it sometimes lasts forever.

None are so rich they can get along without it, and none so poor but are richer for its benefits.

It creates happiness in the home, fosters good will in a business, and is the countersign of friends.

It is rest to the weary, daylight to the discouraged, sunshine to the sad, and Nature's best antidote for trouble.

Yet it cannot be bought, begged, borrowed, or stolen, for it is something that is no earthly good to anyone 'till it is given away!

And, if someone is too tired to give you a smile, just give them one of yours anyway. For nobody needs a smile as much as those who have none left to give.

New Hampshire Pharmaceutical Association Journal

now—for the youngster who needs an extra "boost" in nutrition—

NEW VIDAYLIN®-M

Eleven vitamins, eight minerals and a big, lemon candy-flavored smile—all in a single, daily teaspoonful! Check and compare the potent formula in the teaspoon-a-day dosage. New VIDAYLIN-M (No. 6992) is supplied in 3-fl.oz., 8-fl.oz. and pint bottles.

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Thiamine HCl (B_1)	1.5 mg.
Riboflavin (B_2)	1.2 mg.
Ascorbic Acid (C)	40 mg.
Nicotinamide	10 mg.
Pyridoxine HCl (B_6)	1 mg.
Vitamin B_{12}	3 mcg.
Panthenol	5 mg.
Iron	3 mg.
Iodine	75 mcg.
Calcium	40 mg.
Phosphorus	30 mg.
Manganese	0.5 mg.
Potassium	2.5 mg.
Magnesium	3 mg.
Zinc	0.5 mg.
Choline	5 mg.
Inositol	5 mg.
Cysteine HCl	5 mg.

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School of Pharmacy, University of Maryland, News

ANNUAL BANQUET, ALUMNI ASSOCIATION, SCHOOL OF PHARMACY, UNIVERSITY OF MARYLAND

Another first for the pharmacists of Maryland was recorded when the Alumni Association of the School of Pharmacy of the University of Maryland used the new Student Union Building of the professional schools of the University for the first time for their 35th annual banquet and dance on Thursday evening, June 2, 1960.

More than 400 persons attended, including the graduates of 1960, their ladies and escorts, who were the guests of the Alumni Association. In addition many parents of the graduates—five tables of ten each—attended, which added to the pleasure of the graduates.

The invocation and benediction were pronounced by Father Stanley Wlodyka, C.S.M. Conv., Guardian and Director of St. Anthony Mission House, Glenelg, Maryland.

President Victor H. Morgenroth, Jr. welcomed the graduates, parents, members of the faculty, guests and friends and presented Mr. Paul A. Pumpian, Class of 1950, now Secretary of the Wisconsin State Board of Pharmacy as Toastmaster.

Mr. Pumpian responded with his personal greetings and presented the guests of the Association, with appropriate statements of their accomplishments and relation to the Association and other allied groups.

Dr. Albin O. Kuhn, Executive Vice-President of the University of Maryland, brought greetings from the University and responded with a timely address. His participation in the program was appreciated by the Association.

Mr. David L. Brigham, Executive Secretary of the General Alumni Association of the University of Maryland, brought greetings to the 1960 graduates, and gave an inspiring address.

President Morgenroth summarized the activities and success of Mr. Ellis B. Myers, Class of 1928, in his splendid work for pharmacy and presented him with the Honored Alumnus Award of 1960. Mr. Myers responded and expressed his appreciation of the honor.

Mr. Emory G. Helm, Honorary President of the Association, died soon after his election to the office, and the Honorary President's Award was presented to his daughter—Miss May Helm.

The graduates of 1910 were seated at a special table and received certificates denoting graduation 50 years ago from the School of Pharmacy. Dr. Frank P. Firey of Portland, Oregon, was in attendance and received a certificate of graduation in 1905—55 years ago.

Several other class groups of graduates of different years were recognized.

A surprise presentation was that of the plaque prepared for Mrs. Frank M. Budacz, who was the efficient Treasurer of the Association for twenty-three years.

Dean Noel E. Foss presented the 1960 graduation class. Richard Pilquist, President of the 1960 class responded. The members of the class have been elected to membership in the Alumni Association.

The officers for 1960-61 were installed, with Irving I. Cohen as President and Mrs. Frank M. Budacz as Honorary President.

Mr. Victor H. Morgenroth, Jr. was presented with the Past President Award by President Irving I. Cohen.

The beautiful flowers were by Hahn & Hahn in memory of Doctors Chas. C. Neal, E. Frank Kelly and Andrew G. DuMez.

The cigars were from Schafer-Pfaff.

The music for the dinner and dance was by Miguel Vegas and his orchestra.

The consensus of opinion was that the first dinner served in the Baltimore Student Union Building was a signal

PHARMACY AND THE HUMAN STOMACH

Today, when your local physicians hear their patients complain of "stomach troubles," they're apt to look for psychic as well as physical symptoms. For they know that disorders of the gastrointestinal tract are often linked to emotional strain.

They know, too, that modern pharmaceutical research has provided them with safe, effective means of simultaneously treating both psychic stress and physical distress. You see ample evidence of this when customers hand you prescriptions for preparations like Combid®, which combine the advantages of the anticholinergics with those of the tranquilizing agents.

Each Combid* prescription is, in effect, a small tribute to pharmaceutical science, which seeks not only new compounds but useful new combinations of proven medications. Thus, pharmacy enables the physician to treat a broader range of human ills—effectively, conveniently and economically.

At S.K.F., the gastrointestinal tract is but one area of interest to the scientists who share one of the industry's largest research appropriations. You will see the results of their diversified activities in months and years to come.

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success, and the committee which planned and worked untiringly to make the affair a success deserved the praise and commendation of those who enjoyed the occasion.

Perhaps in the year 2010 at an alumni banquet of the School of Pharmacy, a group which enjoyed the 1960 occasion will meet to reminisce and receive 50 year certificates.

SCHOOL OF PHARMACY NEWS

On May 10 Vick Chemical Company presented awards for outstanding graduate research in the drug field, to Chien Li Huang, and Richard Tamorria. Each year Vick Chemical Company presents 3 awards in the Lundsford Richardson contest in 4 sections of the United States. Maryland is included with 12 other states in the southern section. The University of Maryland was the only school to receive 2 awards this year. Dr. Norman J. Doorenbos, Associate Professor of Pharmaceutical Chemistry was the Research Advisor of each of the award winners. Each student received a check for $100 plus a certificate. The local branch of the American Pharmaceutical Association was presented with a check for $20.00.

This year the Omicron Chapter of Rho Chi initiated a special Rho Chi Day at the University of Maryland, School of Pharmacy. Rho Chi Day consisted of a convocation, tours of the research laboratories of the school by the entire student body and an initiation dinner. Eleven new initiates were introduced at the convocation. Dr. Charles Jarowski, Manager, of Pharmaceutical Development and Research at Pfizer Laboratory, Inc. spoke on "Research in the Pharmaceutical Industry." Dr. Francis M. Miller, Associate Professor of Chemistry spoke at the initiation banquet on "Interdependencies in the Pharmaceutical Sciences." This years new initiates included the following:

June Eng—Junior
Harvey Reisenweber—Junior
Vito Tinnelli—Junior
Walter Walkling—Junior
Peter Scali—Senior
Albert Warfield—Senior
Sue Chen—Graduate student
Stonewall King—Graduate student
Dr. Kenneth Kerridge—Post-doctoral
Dr. Harkishan Singh—Post-doctoral
Dr. Francis M. Miller—Faculty

Dean Noel E. Foss announced the graduation of the following 42 seniors from the School of Pharmacy this year.

Attison Leonard Barnes, Jr., Stanley Harvey Belford, Jerome Alvin Berger, Jerome Harris Clayman, Nancy Carole Conklin, Joseph William Davies, Louis Joseph Friedman, Henry Joseph Glick, Ronald Goldner, Martin David Grebow, Joseph Gold Handelman, Marta Hoffman, Leonard Horwits, John Terence Jordan, Fern Eugene Kenney, Ronald Herbert Kronsberg, Toon Lee, Joseph Herman Lerner, Irvin Isaac Levin, Samuel Lichter, Howard Manuel Minster, Joseph Harris Morton, Anthony Michael Palmere, Richard Morris Pilquist, Alfred Clair Plempel, Irving Jacob Raksin, Harvey Morton Rapkin, Theodore Lee Raschka, M. David Richman, Leonard Joseph Sadowski, Peter Paul Scali, Morton Jerome Sclar, Martin Chaim Shargel, Allan Robert Sherr, Bernard Erwin Sherr, Esther Harriet Shpritz, Larry Albert Snyder, Kenneth Edward Stank, Elliot Sanford Tokar, Jessie Lois Tracey, Albert Harry Warfield, John David Warthen, Jr.

Dean Noel E. Foss announced that the following students have completed the requirements for Graduate Degrees.

Master of Science: Su Chien Chen, Carl Louis Heifetz, Stonewall Corput King, Jr., Thaddeus Paul Pruss, Patrick William Ragozzino, V. B. Cropal Shenoy.

Doctor of Philosophy: Chien Li Huang.

The following awards were presented to members of the graduating senior class.

Gold Medal for General Excellence Awarded to: **Martin Chaim Shargel.**

FEATURE COKE WITH FOOD...

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THEY DRINK IT MOST!

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ALWAYS A MONEY MAKER

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DRINK
Coca-Cola
HAVE A
Coke
Refresh Yourself

SERVE
Coca-Cola
REG. U.S. PAT. OFF.

Have a LARGE Coke

COCA-COLA AND COKE ARE REGISTERED TRADEMARKS

Certificates of Honor to holders of next highest average: Morton David Richman, John David Warthen, Jr., Ronald Goldner.

The Kappa Chapter, Alpha Zeta Omega Fraternity Prize, to a senior student for proficiency in pharmacology —Awarded to: **Henry Joseph Glick.**

The Andrew G. DuMez Memorial Prize, a gold medal for superior proficiency in pharmacy—Awarded to: **Henry Joseph Glick.**

The David Fink Memorial Prize, to a senior student for proficiency in the general practice of pharmacy—Awarded to: **Ronald Goldner.**

Epsilon Alumnae Chapter, Lambda Kappa Sigma Sorority Prize, to a senior student for proficiency in pharmacy administration—Awarded to: **Irvin Isaac Levin.**

The Phi Beta Chapter, Phi Sigma Delta Fraternity Prize, to a member of the senior class who has exhibited the most outstanding qualities of character and leadership during the time spent in college—Awarded to: **Martin Chaim Shargel.**

The William Simon Memorial Prize, for superior proficiency in the field of practical and analytical chemistry—Awarded to: **Morton David Richman.**

The Conrad L. Wich Pharmacognosy Prize, for exceptional work throughout the course in pharmacognosy—Awarded to: **Joseph Herman Lerner.**

The L. S. Williams Practical Pharmacy Prize, to the senior student having the highest general average throughout the course in practical and dispensing pharmacy—Awarded to: **Morton David Richman.**

The Merck Award to an outstanding student in pharmacy—Awarded to: **Irvin Isaac Levin.**

The Merck Award to an outstanding student in pharmaceutical chemistry—Awarded to: **John David Warthen, Jr.**

The Bristol Laboratories, Inc. Award to the senior student who has contributed most to pharmacy through extracurricular activities—Awarded to: **Samuel Lichter.**

The Rexall Drug Company Award to the senior student who has demonstrated outstanding qualities of both leadership and scholarship—Awarded to: **Ronald Goldner.**

Certificates of Honorable Mention to first three Junior students having the highest general average were awarded to: **June Eng, Walter Walkling,** and **Vito Tinelli, Jr.**

Dr. Bernard Grabowski (Ph.D. Pharmaceutical Chemistry, 1958) has received a post-doctoral fellowship from the National Institutes of Health for advanced study at the Chelsea School of Pharmacy, London, England. He will study with Dr. Arnold H. Beckett, Professor of Pharmaceutical Chemistry. Dr. Beckett visited our School of Pharmacy for 4 days during the spring of 1958. This is the beginning of an exchange program at the research level between the 2 schools. Dr. Kenneth Kerridge who received his Ph.D. with Dr. Beckman in 1955 is now studying with Dr. Norman J. Doorenbos in our School of Pharmacy.

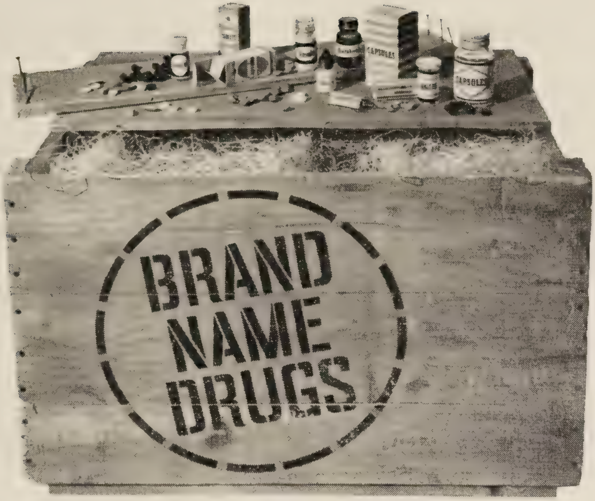
An article appeared in the Spinning Wheel, a magazine about antiques, May 1960 describing Mr. Morris L. Cooper's (Ph.G. 1926) collection of Pharmaceutical antiques. The article included 7 illustrations.

SCHOOL OF PHARMACY CONVOCATION

BALTIMORE (Md.), June 2—Candidates for the Bachelor of Science degree in Pharmacy at the University of Maryland School of Pharmacy's Seventh Honors Convocation last night were reminded that the search for excellence can be exciting and rewarding.

Dr. Albin O. Kuhn, executive vice-president of the University of Maryland, was the principal speaker at the convocation, held Thursday, June 2, in the auditorium of the new Health Sciences Library.

Dr. Kuhn illustrated the manner in which continuing efforts toward ex-



BEHIND THE IRON CURTAIN

Ever wonder what happens to gift parcels of western "brand" drugs sent to families behind the Iron Curtain? Well, as reported from one of the satellite countries, if the recipient wishes to use it, he can. If not, the government buys the drugs . . . supposedly as a gesture of good will to the family. ■ But actually, the western brands are bought and resold through stores to government leaders and others who can afford the price. They are sold even though the government manufactures a generic product of each type for **free** distribution. ■ Strange? Or not so strange. When it comes to a matter of life, health and disability, **trust** becomes a critical factor to anyone, anywhere—trust in the knowledge of the physician ...trust in a known drug. And apparently even in the "land of generics" more trust is placed in the brand name system of a free economy. They acknowledge what we hold to be fundamental: **In order to exist, the brand name manufacturer must do his job better...select raw materials with greater care...exercise greater control in compounding and testing...meet more than average or acceptable specifications...know more about possible pitfalls of production through original research.** ■ These are the factors built into a reputable brand name...ultimately the only assurance to physician and patient of maximum drug performance.

LEDERLE LABORATORIES, a Division of AMERICAN CYANAMID COMPANY, Pearl River, New York Lederle

cellence on the part of public officers and citizens of Maryland are leading to changes in the Baltimore campus of the University of Maryland.

Such changes include vastly improved library facilities for student and faculty use, better living and recreational facilities in the form of the new Baltimore Union, and a broad-visioned concept of campus development.

Dr. Kuhn's speech preceded the awarding of honors to the following students:

- Gold Medal for General Excellence: Martin Chaim Shargel - Baltimore
- Certificates of Honor: Morton David Richman - Baltimore; John David Warthen, Jr. - Baltimore; Ronald Goldner - Baltimore
- The Kappa Chapter, Alpha Zeta Omega Fraternity Prize: Henry Joseph Glick - Cumberland, Md.
- The Andrew G. DuMez Memorial Prize: Henry Joseph Glick - Cumberland, Md.
- The David Fink Memorial Prize: Ronald Goldner - Baltimore
- Epsilon Alumnae Chapter, Lambda Kappa Sigma Sorority Prize: Irvin Isaac Levin - Baltimore
- The Phi Beta Chapter, Phi Sigma Delta Fraternity Prize: Martin Chaim Shargel - Baltimore
- The William Simon Memorial Prize: Morton David Richman - Baltimore
- The Conrad L. Wich Pharmacognosy Prize: Joseph Herman Lerner - Baltimore
- The L. S. Williams Practical Pharmacy Prize: Morton David Richman - Baltimore
- The Merck Award to an outstanding student in pharmacy: Irvin Isaac Levin - Baltimore
- The Merck Award to an outstanding student in pharmaceutical chemistry: John David Warthen, Jr. - Baltimore
- The Bristol Laboratories, Inc. Award: Samuel Lichter - Baltimore
- The Rexall Drug Company Award: Ronald Goldner - Baltimore

Dr. Noel E. Foss, dean of the School of Pharmacy, presided.

Harvey D. Reisenweber was installed as the new president of the Student Government Alliance by the outgoing president, Martin C. Shargel. Newly elected class officers were installed, including presidents Vito Tinelli, Jr., class of 1961; Sydney H. Hamet, 1962; and Kenneth C. Ullman, 1963.

After a musical selection by Dr. Charles J. Kokoski, of the class of 1956, the 1960 graduates were presented by Dr. Frank J. Slama, class adviser.

Father Stanley Wlodyka, O.S.M. Conv. Guardian and Director of the St. Anthony Mission House of Glenelg, Maryland, delivered the invocation and benediction.

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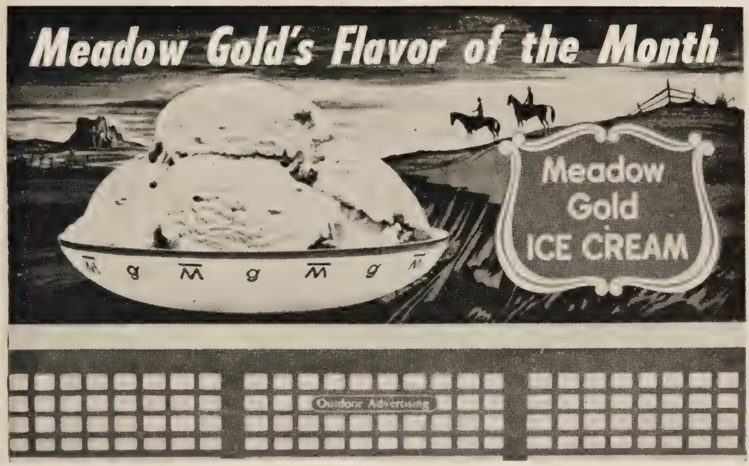
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. CONTRIBUTIONS .

SUN-TANNING

by B. F. Allen*

History records cyclic eras of mass sun-worship. Apparently, in the early dawn of civilization, the sun was sufficiently impressive as to assume the role of a supernatural force and was regarded as such by peoples residing in those areas where powerful solar radiation was present during most of the year. At a later date, the Greeks and Romans during the height of their culture, were also ardent devotees of the sun. They recognized the healthful qualities of sunlight and employed same in the prevention and treatment of disease. From this period, civilization retrogressed and until the turn of the century sun-bathing was a negligible practice.

Today, the pursuit of the sun has assumed the intensity and devotion of a religion—among all races, all social strata and all ages. One of the most important factors accountable for today's universal participation in sun-worship is the gradual but irresistable evolution of our social structure which has also abolished the dawn-to-dusk working day.

The effect of exposure to the sun's rays is first, the development of an erythema (a redness of the skin), and later, the formation of a tan, which the present civilized world appears to have adopted as a criterion of physical health. A deep tan can and does, physiologically speaking, cover a multitude of sins. A sallow, lifeless, unattractive complexion is transformed into a glowing, healthful skin radiating an irresistable charm. A tan casts a radiant glow of health and vitality and by virtue of such improved appearance, provides a psychologic "lift." Failure to tan, or a poor tan, is a deplorable disappointment to the average sunbather.

The healthful effects of sunlight are highly controversial. The technical literature is replete with pros and cons, many of which are merely opinion without substance and others with scientific support. Among the known and demonstrable phenomena attributable to sunlight are: blood sugar is lowered, blood calcium is increased, and blood pressure is slightly decreased. Growth is mildly influenced, the skin becomes tan, supple and shows an improved tonicity. The outstanding function is the synthesis of Vitamin D in the skin when catalyzed by the anti-rachitic ultra-violet wave-lengths found in sunlight.

The body is somewhat protected from the harmful rays of the sun by four basic, natural effects: (1) thickening of the skin, (2) sweating, (3) the dilation of the blood vessels, and (4) the formation of melanin. Of all these functions the last is the most significant. Melanin is a pigment in the skin of the normal human being. Fair skinned individuals have less melanin than darker skinned persons and subsequently burn more easily when exposed to the sun than do the latter. Quite the contrary is true with regards to tanning. Dark skinned persons will tan much more easily than the fair skinned individuals. This leads one to the assumption that the formation of melanin plays a very important role in the prevention of sunburn and the stimulation of suntan.

There are many theories as to the origin of the pigmentation of the skin as caused by the sun. Many of the investigators agree that the formation of melanin in the pigment producing cells present in the skin is brought

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*Associate Professor of Pharmacy, University of Maryland.

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about by the oxidation of a colorless propigment by an enzyme.

It has been noted that certain light rays cause a darkening of bleached melanin and that the presence of oxygen is required to produce tanning. In other words, preceeding the suntan appearance there is a melanization of the epidermis of the skin. Also, it is reported that melanin is formed under the influence of a specific oxidative enzyme, from easily oxidizable substances such as epinephrine, phenylenediamine, pyrogallol, and dihydroxyphenylalanine.

The degree of sunburn that develops in response to a given dose of ultraviolet radiation is a function of a number of environmental and individual variables. Radiation that produces sunburn constitutes less than 0.2 per cent of total sunlight and is its most varible part, Conditions of the atmosphere contribute to the effects of the sun on the skin. Sky radiation, which is sunlight that has been scattered by the gas molecules of the atmosphere, will produce burning without exposure to direct sunlight.

The production of new melanin and the outward migration of these pigmented cells in the epidermis is caused by the rays of the sun in the burning range and is known as "true" tanning.

Tanning by oxidation of existing pale melanin that has persisted from a previous tan is simpler and more rapid than "true" tanning. Tanning by this process is not dependent upon sunburning but is caused by ultraviolet rays beyond the burning range. Tanning by oxidation may take place in a matter of minutes after exposure to sunlight and through most window glass. This is the only type of tan that can occur in a day or a week-end.

The main advantage of suntan preparations is they permit an individual to remain in the sun for a longer time without severe burning than if the skin were unprotected. Suntan preparations contain chemicals called sunscreens, which absorb the burning rays of the sun in varying degrees. This type of product has almost completely eliminated the physical sunscreens which are made of, or contain, ingredients capable of reflecting the light rays, as exemplified by zinc oxide, calamine, etc.

During the past few years, considerable interest has been shown in the use of 8-methoxypsoralen as an oral suntan and sun protective medicament. Actually, it had been known for some time that local application of 8-methoxypsoralen to normal skin, followed by exposure to sunlight, causes erythema and hyperpigmentation. The mode of action of this substance still remains, for the most part, unknown. Stimulation of melanin formation by ultraviolet light seems certain. It is believed that ultra-violet radiation assists the production of an enzyme which oxidizes an amino acid present in the epidermis to form dihydroxyphenylalanine, which is further oxidized and polymerized to form melanin.

It has also been reported that topical applications of 8-methoxypsoralen in the form of lotions and creams produced the greatest number of adverse reactions. Oral administration seemed practically devoid of these reactions in the usual dose range.

Recently, a "tame bug" and a couple of knowledgeable scientists have brought Florida suntans into the homes of everyone. A species of "Acetobacter" was fed a diet of glycerol and resulted in a method of producing dihydroxyacetone[a] in quantity at quantity prices. This fermentation chemical is the "secret ingredient" of preparations that create a synthetic suntan on the user's skin.

The skin coloring mechanism is thought to proceed through the reaction of dihydroxyacetone with the amino

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[a] Also known under the brand name of Protosol.

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acids of keratin, such as tyrosine, phenylalanine and tryptophan. What the mechanics of the reaction may be is unknown, for dihydroxyacetone is an extremely reactive molecule—the carbonyl group, hydroxyls and methylol hydrogens all being reactive enough to participate in some sort of coloring reactions.

Physically, dihydroxyacetone is a white crystalline powder, somewhat hygroscopic. It has a characteristic odor and a sweet cool taste.

Dihydroxyacetone has been used for the treatment of diabetes and hypoglycemia and as an antidote for cyanide poisoning. No toxic reactions to internal or external use of this chemical have been reported.

The basic concept for the future use of dihydroxyacetone is that it will be used as a basic building block for compounds of interest as pharmaceuticals.

The following formula has been suggested as a quick-tanning preparation.

Dihydroxyacetone	up to 2.5%
Alcohol	up to 55%
Polyol[b]	up to 2%
Surfactant, color, perfume, and vehicle, q.s.	100%

---

[b] glycerin, propylene glycol, sorbitol, liquid polyethylene glycols.

PROBLEMS OF CONTEMPORARY PHARMACY

Francis S. Balassone
Chief, Divison of Drug Control
Maryland State Department of Health

Adress delivered at the Baltimore Regional Meeting of the Maryland Pharmaceutical Association, May 19, 1960.

It is my purpose this afternoon to review and to indicate to you certain highly relevant problems facing pharmacy and you. Because of the complexity and nature of the problems, no attempt will be made to work out their implications at this time.

What is the nature of the pharmaceutical economy today?

Over 400 new drugs were released last year. These new medical preparations are being produced by some 50 major, and several hundred other manufacturers, distributed by 400 major wholesalers through some 58,000 retail pharmacy outlets and in 9,000 hospitals through the personal attention of 115,000 pharmacists. Estimates of new drugs used on prescription today go as high as 98% and as low as 90%.

Since 1940 we have an array of drugs that have really challenged the imagination. A quick resume would begin with Penicillin (1940), antihistamines, anticholinergics, anti-coagulants, antibiotics: Aureomycin and Chloromycetin (1947), Terramycin (1949), Tetracycline and Erythromycin (1953), Novobiocin and Kanamycin (1958), Declomycin and Syncillin (1959), antihypertensives, Salk vaccine, steroids, ataraxics, diuretics, antidiabetics and diagnostics, etc.

In discussing these problems, bear in mind that they are not listed in the order of their importance.

The first perfectly obvious truth of the modern pharmaceutical economy is that the drugs come to us prefabricated, making dispensing an easier task. While it is admissable that, in the main, the standards of purity are always met, this era ushered in what many refer to as the days of substitution and duplication. Little did the creators of such prefabricated drugs realize they would make it so easy to dispense that persons not legally entitled to do so want the same privilege as you who have been trained, disciplined and certified by law.

May I remind you, also, of a statement made by Dr. Apple, Secretary of the American Pharmaceutical Association, who ably points out: "simply nailing the word profession onto the term describing the work of more than 115,000 people in this Country, does not automatically give their activities the stature they **need** and **deserve.** The word 'profession' presupposes at least three things: Special academic training; an enforceable code of professional

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practice; and finally, complete voluntary participation of those bearing the title of the profession . . . Our academic system is firmly established and continuing to develop on a basis comparable to the other medical disciplines. Although improvement is needed, we do have a code of professional practice, but when it comes to complete voluntary participation, the profession is found woefully lacking."

The American College of Apothecaries meeting in February of this year passed a resolution which I should like to quote in part:

> "Whereas the respective State Boards of Pharmacy have a most serious responsibility in protecting the public health and
>
> Whereas it is essential that the Boards has suffcient legislative and regulatory power to carry out this responsibility
>
> Be it Resolved, that the American College of Apothecaries urge every individual pharmacist and respective pharmaceutical association to work toward providing the co-operation necessary to achieve this goal and give effective support to the respective Boards of Pharmacy."

MAIL ORDER PRESCRIPTIONS

Mail order prescription schemes and services are frought with danger. They pose a problem of patient safety, prevent a personal contact of the pharmacist in the physician-patient relationship. Other important pitfalls of mail order prescription dispensing include:

1. Self-medication practices while awaiting for the prescription enroute.
2. Provides an excellent opportunity for deviators of prescription drugs for illegitimate usages and traffic.
3. Unavailability of files for purposes of idiosyncrasy or allergic reaction to drugs not well tolerated by patient.

This problem certainly has the concern of organized pharmacy. Dealing with the matter at this time, however, rests solely with a search and application of our present laws. As it is with the Federal law and most State laws, we in Maryland have yet to discover statutory authority to deal with the matter.

Specific prohibition of mail order prescription service by itself through legislation, because of the danger to patient safety and the protection to the public health, is a necessity. Also for consideration in this regard, the laws relating to professional practice and privilege should be strengthened and more clearly defined.

O.T.C.—RESTRICTIVE SALES OF DRUGS

For several years the literature has been filled with the pros and cons on the distribution of drugs. While serious attempts have been made to resolve conflicting views in the so called controversy the best review of the problem is contained in the decisions handed down in Minnesota and New York. The Judges have indicated that in effect pharmacy has not handled the so called proprietary drugs with any special care or supervision through the years to protect the public health and that there is little if any difference between the way drugs are supervised in non-drug outlets and those handled in drug stores.

Let us turn to the specific language used. Judge Larson in Minnesota found as "fact" that the board of pharmacy recognized sale by non-drug outlets "constitutes serious economic competition for pharmacists; that concern over such increased competition is a motivating factor in this action; that one of the manifest purposes of this litigation is the curtailment of restriction of free competition in the sale of medicines."

Further Judge Larson continues that the 12 products contained in the trial were sold in drug and in non-drug outlets "in extremely large volume throughout the United States since first manufactured; and that on the average the percentage sold in non drug outlets is

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in excess of 50%; that as a matter of common knowledge, drugs and medicines of a nature similar to these trade-named products are sold freely without any attempt at supervision by the pharmacists and often without contact with any pharmacist on the part of the purchaser." Is it any wonder then that this decision voided the board of pharmacy's self service ban when Judge Larson said that the anti self-service regulation "does not give the public any increased protection."

Though Judge Roule in New York State limited his findings to Bayer Aspirin alone it is noteworthy to call to your attention his ruling. As far as the protection of the public is concerned "there is no advantage to restricting the sale of aspirin to drug stores." There is no warrant for police power legislation giving drug stores monopoly on economic grounds in the retail sales of pre-packaged medicines such as Bayer Aspirin tablets, sold to a great extent in these stores on a self-service basis. This is particularly so when drug stores are not restricted to the sale of drugs. It is common knowledge that most so-called drug stores are engaged in a wide field of merchandising having no connection with drugs.

Such is the court review of the established proprietaries. Would it not be wise for us to evaluate the drugs released by the Food and Drug Administration from the prescription category to the O.T.C. classification and review their proper methods of distribution and the basis for their sale?

LICENSING OF JOBBERS, WHOLESALERS AND DISTRIBUTORS

An effort was made in the 1959 Legislature to license firms engaged in the distribution of prescription drugs. The Federal Food and Drug Act recognizes two classes of drugs: those that require a prescription and those that do not. Most State laws recognize also two classes: prescription and non-prescription drugs, however, in the latter area the application is subdivided to patent or proprietary drugs and ethical specialties. Today any person may set himself up to act as a wholesaler in any of the classes of drugs mentioned above. Certainly, licensing of wholesalers of prescription drugs is in order. Also, it is hoped to effect control of wholesalers out of State dealing in prescription drugs.

THE UNIFORM NARCOTIC LAW

Many of you are aware that a subcommittee of the legislative council met many times to consider changes in the section dealing with mandatory penalties.

A study and evaluation of the Karsten Act, which is awaiting President Eisenhower's signature, must be made. How this Narcotic Manufacturers Bill effects our law is not yet known. However, we are heartened that the Commissioner of Narcotics will be given authority to remove from the exempted category preparations that are found being abused.

We are all familiar with the regulation by the Board of Health restricting the sale of dihydrocodeinone preparations to prescription use only. No one can claim that he is not aware of the responsibility in handling exempted preparations. By now we have renewed the fact that "such preparations shall be administered, dispensed, and sold in good faith as a medicine, and not for the purpose of evading the provisions of the subtitle."

Persons who have become habituated, will either turn to forging narcotic prescriptions, to burglarizing drug stores, or shift to other exempted products. The pharmacist must be alert to detect forgeries, and maintain proper safeguards in storing narcotic stocks, and in selling exempted products must voluntarily and completely make such sales in good faith as a medicine.

FOOD AND DRUG OBSERVANCE

Perhaps the single law which has penalized pharmacists most is the Durham-Humphry Law. The Food and Drug Administration wastes no time in carrying out the mandate of that Law. You have read, I'm sure, in the various Journals the imposing lists of violations of the law. The two areas affecting pharmacists most are the refilling of prescriptions for dangerous drugs without the prescribers authorization and selling dangerous drugs over-the-counter. We in Maryland have had our share of such violatons. Though our average is no higher than elsewhere, the violations already on record are much too much. I cannot urge pharmacists enough to exercise extreme caution and to get the prescriber's authorization before refilling any prescriptions. Promiscuous refilling of prescriptions cannot be condoned, and it is to be expected, when such violations are called to the attention of enforcement officials, action will surely take place. While technical violations have not resulted in prosecutions, let us not confuse continuous refilling without authorization as a technical violation. Unlike more obvious mistakes of conduct and practice, the consequences of maladjustment to the drug laws have resulted, and in all likelihood will continue to result in, penalties ranging from personal frustation, fines, and even incarceration.

PHARMACY DEPOTS OR PRESCRIPTION RECEIVING STATIONS

Several among us have conceived the idea of having taxi-cab stands, grocery stores, patent medicine stores, government buildings, and a general merchant store as likely establishment where prescriptions can be received and later delivered to a pharmacy for filling and then distributed back to the above places for patients to receive the prescriptions. These places would have to qualify by licensing as pharmacies.

PHARMACY ON WHEELS—CARAVAN

An instance where a pharmacy outfitted a truck with drugs and planned to fill prescriptions on the truck by going from block to block ringing a "Good Humor type jingle bell" was forbidden by us on the grounds that this type of mobile pharmacy made it impossible for us to enforce the law, in regards to inspection, etc.

Successful as we have been in the above categories, statutory authority must be gotten to effectively remove all doubts in the minds of everyone.

POISON LAW, HAZARDOUS SUBSTANCES LABELING, AND ECONOMIC POISONS

The Maryland Poison Law is familiar to you. There is also a well established law in regards to economic poisons enforced by the Department of Entomology of the University of Maryland. The Federal Government is presently interested in a Hazardous Substance Labeling Law. Consideration must be given to clarify the area of responsibility of sale and labeling of Hazardous Substances, Dangerous Drugs, Economic Poisons, Fumigants etc.

REVOCATION OF PHARMACISTS LICENSE

The need for this legislation is long overdue. No longer is the revocation of license an **unreal** problem, and few if any can afford to be unrealistic about this problem. Several times, action has had to be forthcoming in some areas in lieu of available measures. In view of the complexity of the practice of pharmacy today adequate, fair and just legislation must be devised not only as a penalty for the transgressor but as a measure of protection for the public and for the law abiding pharmacist.

Inasmuch as the various states and commonwealths have for many years standing laws governing the practice of pharmacy it is not likely that these states are about to nullify their statutes protecting the public. When and where needed the demands and needs of protecting the public must be met and by necessity consideration given to what is deigned to be modern day practice of pharmacy.

There seems to be a certain deep-rooted reluctance in some quarters to

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accept the fact that pharmacy is in need of supervision. Legislative history has proven that, in time, traces of rigorism melt to that which becomes necessary for the greater good of the community.

I have presented some important issues to you today. These problems, and others which could be added, need to be evaluated promptly. This evaluation must be impersonal and objective, and individual likes and dislikes should yield to the greater good of pharmacy as a whole. A determination of the most critical or urgent of these problems will have to be made. Then will follow, of course, the necessary detail of drawing up in legal language the form in which the amendment or addition is to be presented to the legislature.

To solve any of these problems, be it just one or several, calls for an appreciation and understanding of these problems, based on intelligent and respectful assistance of conscientious pharmacists.

Gentlemen, I believe and I am convinced that we have both conscientious and intelligent pharmacists. This being so, there is no valid reason why these objectives could not be accomplished.

NOTES ON EARLY PHARMACY IN MARYLAND

By B. Olive Cole

When Baltimore-town was established on December 1, 1729 it had scarcely a dozen houses and a population of about a hundred persons. In two decades the population increased to some 3500, with 350 houses and ten physicians who provided medicine in connection with their practice.

From the Medical Annals of Baltimore we learn that the first drug store in Baltimore was established in 1746 at Market (now Calvert) and Baltimore Streets by Dr. William Lyon.

The second drug store was established in Baltimore by Dr. John Boyd in 1767. He was a member of the Committee of Safety in 1775 and called upon the ladies of the town, through the newspapers, for lint and bandages for the troops.

From the Maryland Historical Magazine one learns that Dr. Alexander Stenhouse was a prominent druggist of the town in 1764 on Market Street. However, being an ardent Royalist, his stock of drugs was confiscated by the Committee of Safety and he fled to Philadelphia and thence to England.

When Napoleon received his Lieutenancy in 1785 his ambition towards war and conquest caused all France to be apprehensive, and many in and out of the army ventured to settle in democratic America. Some escaped to the French colonies—San Domingo, etc. and encountered revoluations and massacres, such as that of 1793, which compelled them to seek our more peaceful land. The influx was soon assimilated in various lines of trade and art, which reflected at once a visible touch of excellence and superiority.

Six of these refugees greatly influenced the early practice of pharmacy in Baltimore—Monsieur Edme Ducatel, John Michael Laroque, John F. Milhau, Nicholas Monsarrat, Oscar Monsarrat and Elias Durand. The first named refugee—Edme Ducatal, assisted in training these young men of French extraction with the exception of Oscar Monsarrat, and all of them left their impress upon early pharmaceutical practice in Maryland.

Edme Ducatal was a well-trained pharmacist, had enjoyed several years at the Ecole de Paris and an equal period in a drug store where chemicals were prepared and prescriptions compounded. He had sufficient means to establish himself in business, which he did in 1796 at 26 West Baltimore Street, third door west of Harrison Street, where through scientific methods and ethical practices he held, for forty years, the confidence of physicians and patrons, thereby giving

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pharmacy in Baltimore its true birth. Edme Ducatel was of small stature, quick in movement and speech (French). He was an experienced botanist and most helpful to the young men who sought positions in his store and who later became physicians or established drug stores that brought professional and commercial dignity to their several communities.

He had two sons, and by admitting a son as partner in 1818 the firm's name became "Edme Ducatel and Son".

John Michael Laroque (1788-1864) was a child five years old when his father reached Baltimore in 1793 from San Domingo. He knew French, attended the city parochial schools and was accepted in Ducatel's store where he became thoroughly equipped in the science and art of pharmacy. In 1817 he established his own business at 20 West Baltimore Street, and much to the disapproval of physicians, entered into the manufacture of proprietary medicines—such as Antibilious Bitters, Elixir Calisaya Bark, Salves, etc.—remedies that seemed needed by those of mediocre means.

His son, Emile (1820-1871) succeeded to the business, which after his death passed into the hands of strangers, and after the fire of 1904, out of existence. The family name of Laroque survived to the fourth generation, one member was a pharmacist in a residential section and another a popular physician.

Mr. Laroque was short of stature, somewhat heavy set, dark complexion, smooth face, and had the eccentricity of wearing his "stove-pipe" hat, both behind and in front of the counter.

John F. Milhau (1796-1874) was born in Baltimore. His father, having been born in France, was also among the San Domingo refugees that reached Baltimore in 1793. After elementary training in parochial and city schools, the son was sent to Emmitsburg Seminary, from which he entered Ducatel's drug store. He established himself in 1816 at 3 West Baltimore Street, which he abandoned two years later in order to form the partnership of "Laroque and Milhau" which continued until 1827, when Mr. Milhau withdrew and moved to New York City. After several years of foreign study and travel, he established a business at Broadway and Maiden Lane, much after the lines of his former connection and acquired an enviable name and trade. In New York he was also active in contemporary politics. As a pharmacist he was instrumental in the fight against the import of adulterated drugs and in assuring the supply of quinine of the United States Army. As a citizen he helped in his capacity as a banker to organize a large loan to the government at the legal interest in the early days of the Civil War, thus preventing a group of speculators from exploiting the precarious situation of the administration.

Mr. Milhau was of the larger type of Frenchman, roundish face, dark complexion, with mustache and beard, was genial and had courtly manners.

Nicholas Monsarrat, a refugee of 1793, after equipping himself at Ducatel's, became an apothecary (1819) to the Baltimore General Dispensary and remained there until 1827 when he established his own business on West Baltimore Street, near Light, serving the locality that later fell into the hands of Messrs. Coleman and Rogers.

Oscar Monsarrat (1813-1887) was literally brought up in the store of his cousin—Nicholas Monsarrat. He lost his father, a sea-captain when 14 years old and took a position in his cousin's store. He established his store at 113 South Broadway, where he was always pleased to meet friends and spent the remainder of his life, 60 years, in the retail drug business. His store was most unpretentious—simply drugs without the slightest innovation of side lines. He was of moderate stature, with dark complexion, hair and mustache, was taciturn, with easy manners.

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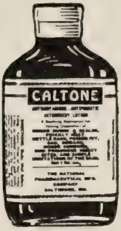

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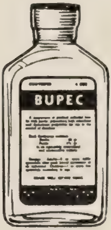

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BALTIMORE, MD.

Elias Durand (1793-1873) was a native of France, who after serving as a military pharmacist in the army under Napoleon, emigrated to this country, first in New York, then Philadelphia, next Baltimore and finally Philadelphia. While in Baltimore, in his early try-out of cities for final selection, he was employed at Ducatel's. He was not only a fine chemist, but an unusual botanist, devoting much time to the classification of indigenous plants. As a retail druggist in Philadelphia, he collected from all parts of North America an herbarium containing more than 100,000 specimens which he presented to the Garden of Plants Museum in Paris, France.

The soft drink industry was introduced into the U.S.A. largely by pharmacists. In 1825 Elias Durant imported from his native country the apparatus for making and vending carbonic water. He introduced the bottling of mineral waters in this country and that part of the apparatus for bottling under pressure was his own invention, which was later adopted into use in Paris.

We laud the heritage Maryland gained from this illustrious pioneer group of pharmacists. Each succeeding generation brings forth pharmacists esteemed for their ability and service in their chosen profession, and as the passing years succeed one another, the prominent pharmacists are appreciated and noted for their superior qualities by their associates and patrons.

DO YOU BELONG?

JOIN YOUR
ASSOCIATION
LOCAL, STATE, NATIONAL

"IN UNITY THERE IS STRENGTH."

THEY WENT THAT-A-WAY...

Abbotts and Jane Logan DeLuxe Ice Creams travel from freezer to customer as fast as a cowboy draws his shootin'-iron.

If you want your cash register to have a spur-like jingle, jangle, jingle give us a ring at

EDMONDSON 6-4000

Abbotts ICE CREAM
Jane Logan DeLuxe ICE CREAM

ABBOTTS DAIRIES, INC.
45 S. CATHERINE ST.
Baltimore, Md.

GOOD LIGHTING

Alameda Pharmacy highlights merchandise and creates a cheerful atmosphere with up-to-date illumination in its store at 5658 The Alameda. Eye-catching lighted signs call attention to the prescription counter and fountain-luncheonette. Wall shelves have separate illumination that sells the products there.

sets the scene for **MORE SALES**

GOOD LIGHTING has an essential place in the sales plan of successful pharmacies. It creates an attractive atmosphere where people like to linger and look around. It calls attention to specials and items that were forgotten when the shopping list was made. It invites impulse buying!

If you want your store to be more appealing—and more profitable—we'll be glad to have our lighting engineer make a FREE SURVEY and submit recommendations for "Lighting to Increase Your Business." There is no cost or obligation, of course. Just call LExington 9-8000, Extension 2128.

BALTIMORE GAS AND ELECTRIC CO.

• T.A.M.P.A. TATTLER •

OFFICERS OF THE TRAVELERS AUXILIARY
MARYLAND PHARMACEUTICAL ASSOCIATION 1959-1960

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Volume 18 **JUNE, 1960** **No. 10**

PRE-CONVENTION MEETING

The regular monthly luncheon meeting for TAMPA was held at the Park Plaza Hotel on Saturday, June 4, 1960. Two new members in the persons of James W. Roberts, Jr. of The Henry B. Gilpin Co. and Phillip Muth, Jr. of Muth Brothers & Co., were unanimously elected members of TAMPA.

Dick Crane, Chairman of the entertainment program for the annual MPA Convention, brought the membership up to date on all that has occurred and has been planned for this year's convention.

There was also passed, a general resolution that the Emory Helm Memorial Fund be encouraged to be the charitable activity for all members of the drug industry in and about the Maryland area, and not a project of TAMPA alone. All pharamacists are urged to help the Fund so that it may continue its fine start and progress to large proportions in the future.

There was also discussed, a planned joint crab feast between BMPA and TAMPA, and Jerry Stiffman and Marty Rocklin are working together for the successful completion of this affair.

clearly the purest...
clearly the best seller

EVERFRESH

CITRATE of MAGNESIA

In the emerald green bottle customers recognize instantly

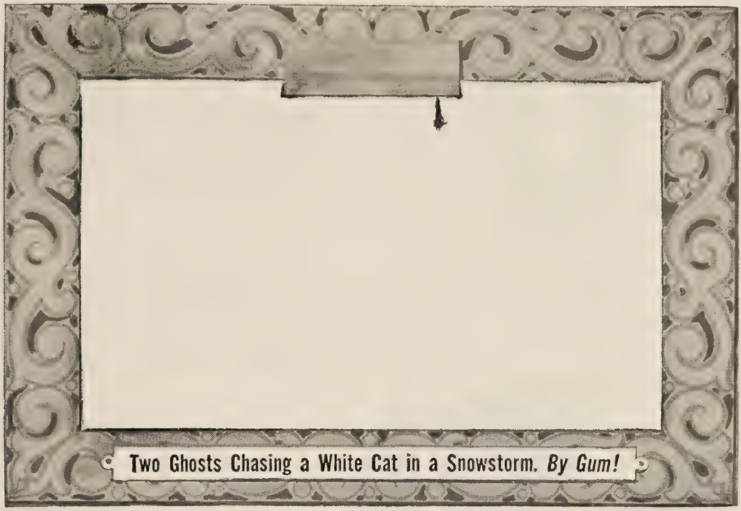
- sparkling "lemonade" taste
- perfectly pasteurized and manufactured under strict supervision and controls
- Your wholesale druggist has Everfresh, the standard citrate for 35 years

350 cc size: list price, $2.45 per dozen. Minimum retail price, 30¢ each.

This price effective in all New England and Mid-Atlantic states

see the difference in purity
see the difference in sales

Everfresh Manufactured by
THE MIFFLIN McCAMBRIDGE CO.
6400 Rhode Island Avenue • Riverdale, Maryland


Two Ghosts Chasing a White Cat in a Snowstorm. *By Gum!*

Drawing a Blank in Ice Cream Sales?

Sealtest **Draws Customers and Profits!**

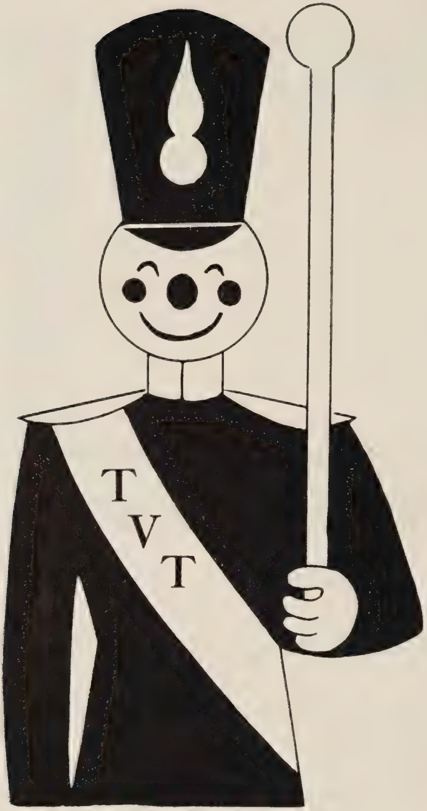
Making your ice cream department pay off is easy! Just stock Sealtest — the most advertised, fastest-selling ice cream in America! Sealtest is a one-man show of special flavors that keeps your customers checking to see what's new and different. And *every* special flavor is introduced with effective advertising at point-of-sale and in national and local media. You don't have to be a genius to make customers happier with Sealtest. But most geniuses *do!* Get the picture? Call your local Sealtest Foods plant for details.

Sealtest
TRADE MARK

FEATURE THIS
EXCITING
SPECIAL FLAVOR

**OLD FASHIONED
PEACH**

AT YOUR
FOUNTAIN AND
FOR CARRY-OUT
CUSTOMERS



INCREASE YOUR TOY SALES YEAR 'ROUND AT NO EXTRA COST

BE a TV-Time Toy Store

Tie-in with the most successful toy promotion of all time! This sales-proven merchandising program is already doing wonders in hundreds of stores throughout the Baltimore metropolitan area.

You get exciting, eye-catching, point-of-sale pieces . . . your store name on television . . . personal plugs by such stars as Pop Pop, Jack Wells, Royal Parker, Nelson Baker and Buddy Dean!

Plus bonus sales boosters . . . monthly toy give-aways . . . bicycle give-aways . . . fabulous Disneyland trip contest . . . all tied-in with your store.

BOOST PROFITS NOW!

Be a TV-Time store to cash in on extra business.
Becoming a TV-Time store does not cost you one cent extra.

Phone Bob Lewis, TV-Time Supervisor, BR. 6-3695, or EA. 7-1950.

I. L. TOY COMPANY
1023 EAST BALTIMORE ST.

NO ONE

Ever Outgrows the Need for

MILK

GET THE BEST . . . . GET . . . .

Sealtest

TRADE MARK

DAIRY PRODUCTS

MU lberry 5-3800

-: NEWS ITEMS :-

D.C. PHARMACY BILL COLLAPSES

The pharmacy bill (H.R. 10597) originally sponsored by both the District of Columbia Pharmaceutical Association and members of the District of Columbia Pharmacy Board has now been completely "revised." Because of total emasculation of the original proposal, the "revision" is being opposed by original sponsors of the measure.

The objectionable "revised" measure was introduced in the House of Representatives by Congressman Joel T Broyhill (Virginia) and is now identified with the new number H.R. 12485.

In preparing *H.R.* 12485, the opinions of certain Federal Agencies were solicited, but no pharmaceutical or professional counsel was sought. As a result of ignoring pharmaceutical counsel, *H.R.* 12485 reflects a lack of understanding in technical areas of practice and a failure to appreciate pharmacy as a profession.

Congressman Broyhill's Bill H. R. 12485 represents more than mere local legislation. The law created by your representative in Congress, nationally and for the District of Columbia, has an effect upon *your* practice of pharmacy

The A. Ph. A. has expressed its disapproval of *H.R.* 12485 to Congressman Broyhill and other members of Congress. You also have the right to communicate your opinion in this matter.

APhA AWARDS ANNOUNCED AT NATIONAL SCIENCE FAIR

Two National Science Fair finalists received awards from the American Pharmaceutical Association at the Health Awards Banquet held on May 12, 1960, in Indianapolis, Indiana. The APhA First Award was presented to Eugene Louis Diveglia, Jr., a 17-year old senior student at Central Dauphin High School, Harrisburg, Pennsylvania, for an exhibit entitled "The Chemotherapy of Cancer." He received a plaque and an all expenses paid trip to the annual meeting of the American Pharmaceutical Association in Washington, D. C., August 14-19, 1960, where he will present his exhibit.

The second APhA award, an honorable mention plaque, was given to Miss Shannon Wells, a 17-year old student at Bethany High School in Bethany, Oklahoma, for her exhibit entitled "A Study of Cancer and the Inhibitive Substance and Their Relationship to Each Other."

The pharmacy awards were made by Dr. Howard C. Newton, president of the American Pharmaceutical Association, at the Health Awards Banquet sponsored jointly by the American Medical Association, American Dental Association, American Veterinary Medical Association, and the APhA. The APhA team of judges selecting the winners of the pharmacy awards included J. Warren Lansdowne as chairman, Robert C. Anderson, H. G. DeKay, L. C. Heustis, Howard A. Swartz and Kenneth Wood.

In making the pharmacy awards, Dr. Newton told the audience of 1,000, which included 356 National Science Fair finalists and their teachers, that ". . . the future depends to a considerable extent on you young people who are deeply interested in science. We are pleased to offer you advice and information concerning the great opportunity for satisfying careers in the several areas of our professional practice. We need pharmacists today in the various fields of our profession, and we hope that many of you here tonight will join our future ranks."

Dr. Karl L. Kaufman, dean of the Butler University College of Pharmacy, served as general chairman for the 1960 National Science Fair, the first pharmacist to hold this post.

WANTED!

What are the services wanted from your Wholesaler?

(Please check)

1. Largest inventories in entire trading area?
2. Fast Service? Orders filled same day received?
3. Liberal Terms? 40 days from start of billing?
4. More Lines? Broad coverage in all fields?
5. Liberal Cash Discount? 2% PLUS trade discounts?
6. Merchandising Counsel? New items, extra profit deals and inventory control?
7. Free Daily Delivery? As many as 5 per week?
8. Store Modernization? Advice and layouts no charge?
9. New Fixtures? New Store? Experts at no cost?
10. Complete Professional Management Service? Bulletins to Physicians?
11. New Product Department Information? Automatic Shipment? Guaranteed Sale?
12. Retirement Plan for your Future? With no charges for investment and administration?

If your answers to these questions are "YES!", you will realize continuing benefits from the services of

SMITH KLINE & FRENCH, INC.

America's Foremost Service Wholesaler

PHILADELPHIA TRENTON WILMINGTON

Finalists at the National Science Fair-International came as winners from 193 local and state science fairs from 44 states, the District of Columbia, Puerto Rico, Germany, France, Italy, Japan, Canada and Thialand.

PERSONALS

EDDIE WOLFE, well known pharmacist, has been appointed Pharmacy Supervisor for the Greenbelt Consumer Services, Inc., a consumer cooperative operating five pharmacies in the area. Eddie has been in the Public Health field, he has served as drug consultant for the District Wholesale Drug Corporation, and operated a drug store in Washington before assuming his present position.

THE RAYMOND MANHEIMERS are enjoying an extended European Holiday. It was nice to receive a card from Paris extending greetings and regards.

EMILY and HY DAVIDOV send greetings to their many friends. The Davidov's are on a nine week tour of the Continent, Israel and South Africa.

EDWIN M. KABERNAGEL, JR. is now associated with WFMM-FM Broadcasting as Sales Manager.

THOMAS A. FOSTER RETIRES . . One of pharmacy's most effective representatives in government health circles retires July 1, from his post as Health Supplies Liaison Officer of the Office of Civil Defense Mobilization. Foster's long time experience and knowledge of government health affairs will be available to drug industry firms inasmuch as he plans to continue residence in Washington.

Pepsi-Cola
Be smart
Pepsi

STOCK, DISPLAY and SELL

PEPSI

PEPSI-COLA BOTTLING CO.
OF BALTIMORE

LExington 9-7171

under appointment from
Pepsi-Cola Co., N. Y.

Mr. Retail Pharmacist

"Promotions are one of the ways of making your stores more interesting places in which to shop and its well established that Mr. and Mrs. Consumer want the stores they patronize to show them a continuously changing parade of intriguing merchandise and ideas."

CALVERT DRUG CO., INC.

901 CURTAIN AVE.

BALTIMORE 18, MD.

HOpkins 7-3609

PRESIDENT'S MESSAGE

BALTIMORE METROPOLITAN PHARMACEUTICAL ASSOCIATION

Dear Fellow Pharmacists:

In regards to the safekeeping of Narcotics, a few inquiries were submitted to Bernard S. Melnicove (Legal counsel for both Associations).

The following questions and answers are listed here:

"Since neither the Maryland nor the Federal Statutes contain provisions relating to the questions which you propounded, we must look to the Regulations and Orders issued by the Bureau of Narcotics of the U. S. Treasury Department."

1. "Do narcotics have to be stored under lock and key at all times?"

"*Answer*: As previously stated, both the State and Federal Laws are silent about keeping narcotics stored under lock and key at all times. However, Article 151.471 of Regulations No. 5 governing the Harrison Narcotic Law provides as follows:"

> "SAFEGUARDING OF NARCOTICS.—Narcotic drugs and preparations shall at all times be properly safeguarded and securely kept where they will be available for inspection by properly authorized officers, agents, and employees of the Treasury Department."

I urge all of you to examine your present set up for safeguarding narcotics—don't look for loopholes in the phraeseology of this regulation, but do your very best to protect the drugs of which you, as pharmacists, have sole jurisdiction in retailing of same.

2. "If so, are there any specifications as to the type of cabinet, safe or lock?"

"*Answer*" Again the State and Federal Laws are silent as to the type of cabinet, safe or lock relating to the storage of narcotics. The Federal Narcotic Bureau has, however, issued its Order No. 177, dated February 16, 1960, relating to this subject."

Order No. 177 is very lengthy, but refers to manufacturers and wholesalers—it even specifies weight of safes (850 lb.) and type of electrical burglary detecting systems. It is true that retail pharmacies are not mentioned in order No. 177. However, please bear this in mind. If a regulation can be issued to govern manufacturers and wholesalers, it is obvious that similar regulations governing retail pharmacies can be instituted just as well. It all depends on how good a job we can do ourselves.

3. "Do narcotics have to be stored in one place, or may they be dispersed in several places? If so, must each storage place be under lock and key?"

"*Answer*: There is nothing in the law, or the Regulations, which require narcotics to be stored in one place. The Bureau, however, in answering inquiries to druggists always advises that unopened, stamped packages should be kept in a safe, or certainly in a locked cabinet. If the druggist desires to disperse storage of opened packages of narcotics, in safe places, behind other merchandise, the Bureau has not interposed any objection. However, the full responsibility still rests upon the registrant to "properly safeguard and securely keep" all narcotic stock."

Again I repeat, don't look for loopholes. I certainly suggest that the advice of the Narcotic Bureau be followed without question. And, remember this—the full responsibility still rests upon the registrant to "properly safeguard and securely keep" all narcotic stock.

Mr. Melnicove will be happy to further clarify any inquiries—just call on us—we will serve you.

GREGORY W. A. LEYKO
President

Fountain Customers Appreciate

The Sign of "A Thoughtful Store"
Sweetheart Straws

Sweetheart

SANITARY WRAPPED

Straws

Protecting your customers' health is your duty. Sweetheart Sanitary Wrapped Drinking Straws afford this necessary protection and your customers will show their appreciation through increased patronization. No extra charge for your "Personalized" advertising imprinted on wrappers.

If Your Wholesaler Can't Supply You, Write or Phone:

MARYLAND PAPER PRODUCTS COMPANY
1100 South Eutaw Street • • • • Baltimore, Md.

crowd pleasers a la Lance!

More people prefer and buy tasty Lance snacks than any other brand. And no wonder . . . they're always fresh and there's a wide variety to choose from.
Please your crowd. Display Lance.

LANCE
Charlotte,
North Carolina

HOW PERSONAL CONSUMPTION EXPENDITURE IS DISTRIBUTED—AS A PERCENTAGE OF DISPOSABLE INCOME

For Health—1958	
Private Hospitals	1.4%
Physicians	1.2%
Drug Preparations and Sundries	1.1%
Dentists	0.5%
Other	1.0%
Total	5.2%

For Pleasure—1958	
Recreation	5.4%
Alcoholic Beverages	2.9%
Tobacco	2.0%
Toiletries, Barber Shops, and Beauty Parlors	1.3%
Total	11.6%

Medical-care costs during 1958 totaled $16,384,000,000. More than twice that amount—$36,711,000,000—was spent for pleasure.

Pharmaceutical and medical research continues at an ever-increasing pace.

Breakthroughs in currently untreatable diseases are just around the corner.

With continued discoveries of new drugs and therapeutic techniques, it seems likely that:

- Average life span will increase.
- Length of illness will decline.
- The fear and burden of sickness will diminish.

AS YOUR FAMILY PHARMACIST, WE ARE PROUD TO BE A PART OF THE AMERICAN MEDICAL-CARE TEAM WHOSE ACCOMPLISHMENTS TO DATE ARE UNSURPASSED.

TEAR OUT THIS PAGE AND POST IN A CONSPICUOUS PLACE

OREOLE PROVES
your customers, not you,
pay for your air conditioning.

CUSTOMERS CALL OFTENER
stay longer, buy more

BUSINESS INCREASES
up to 40%

EMPLOYEE
efficiency
increases

YOU CAN BE SURE . . . IF IT'S **Westinghouse**
SURE OF MORE BUSINESS—MORE PROFITS

SPECIAL
Summer
prices
and
Special
terms to
druggists.

Always call
CEnter 3-1000
The
OREOLE
Refrigeration Co.
2308-10 Frederick Ave.
Baltimore 23, Md.

NEW EDITION OF PHARMACY CAREERS BOOKLET OFFERED

A new edition of the 32-page booklet, "Your Career Opportunities in Pharmacy," is being offered free to educational and professional groups and interested students by the Pfizer Laboratories and J. B. Roerig divisions of Chas. Pfizer & Co., Inc.

The first edition of 450,000 copies, published two years ago as a service to pharmacy, was completely distributed earlier this year.

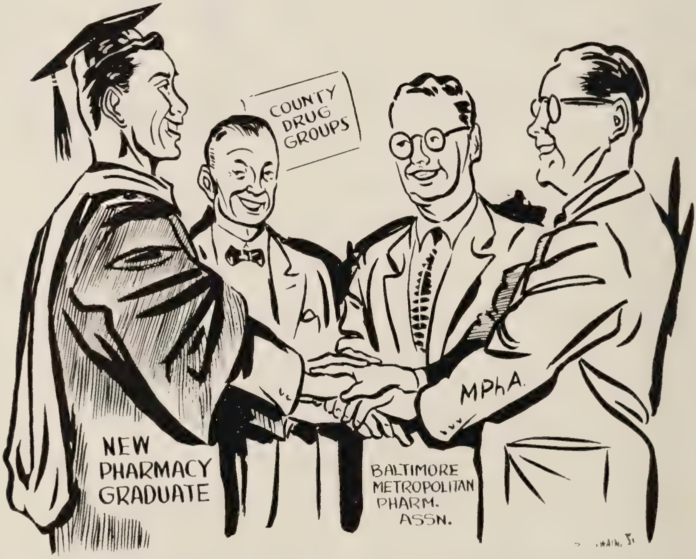
Minor changes were made in the text and several new illustrations were added to bring the booklet up to date.

In an introductory note attached to the booklet, Pfizer president John E. McKeen said the first edition was distributed on request to almost all 76 U.S. colleges of pharmacy, and to working pharmacists, high school guidance counselors, "career-minded students" and school libraries. A copy also was sent by the National Science Teachers Association to every high school science teacher in the country.

More than 4,000 booklets also were distributed in the Pfizer-Roerig "Say-It-Yourself" public relations kit to retail and hospital pharmacists, who were invited to send for more copies to use in local student recruiting work.

Mr. McKeen said Pfizer is "deeply interested in insuring the future of pharmacy as a dynamic and growing profession."

The company reported it is filling back requests for some 30,000 booklets, received after the first edition was exhausted. Copies are available on request from the Educational Services Department, Chas. Pfizer & Co. Inc., 800 Second Ave., New York 17, N.Y.



CONGRATULATIONS, NEWCOMER! WE ARE AT YOUR SERVICE!

The
Burrough Bros.
MANUFACTURING CO.

Quality
Pharmaceuticals
Since 1863

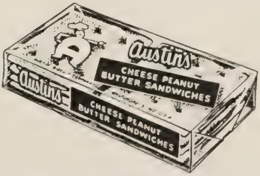
123 MARKET PLACE
BALTIMORE 2, MD

---

go together

Delicious Austin varieties
just naturally go-with
all fountain drinks . . .
to increase your unit sale.
Boosts your volume, too,
because Austin quality
means faster turnover,
repeat business, more profit!

Austin's®
Peanut Butter Sandwiches
Cookies & Snack Varieties


Austin's
CHEESE PEANUT BUTTER SANDWICHES
Austin's
CHEESE PEANUT BUTTER SANDWICHES

Austin's
Box 1936
Balto. 3, Md.

IVOR GRIFFITH NAMED RECIPIENT OF 1960 REMINGTON MEDAL

Dr. Ivor Griffith, President of the Philadelphia College of Pharmacy and Science, has been selected as the 1960 recipient of the Remington Honor Medal, according to an announcement made by Dr. Hugo H. Schaefer, Secretary of the Remington Medal Award Committee.

Dr. Griffith will be the 37th recipient of this medal which was established in 1918 by the New York Branch of the American Pharmaceutical Association, to be presented annually to the individual who has done most for American pharmacy in the previous year, or whose continued contributions to the advancement of pharmacy over a period of years have been most outstanding. The Jury of Award consists of the past-presidents of the American Pharmaceutical Association.

In making the announcement of the 1960 Remington Medalist, the Award Committee cited Dr. Griffith's accomplishments as a teacher, lecturer, author and director in the sciences related to pharmacy. The Committee specifically noted that "Dr. Griffith has earned the Medal because of the cumulative effects of his efforts in behalf of pharmacy. He is a past-president of the American Pharmaceutical Association, and has been a leader in community and educational affairs. His publications and his public addresses have attracted attention, both in the United States and abroad, and he has given freely of his time and talents in the promotion of the profession of pharmacy and the public health."

The 1960 Remington Medal Presentation Dinner has been scheduled for Wednesday, December 7, at the Hotel Roosevelt in New York City. Further details of the Dinner will be announced at a later date.

SCHRAFFT'S®
CHOCOLATES

Feature the candy that creates quick turnover and repeat business. Profit by the ever-growing demand for Schrafft's —recognized by candy-lovers everywhere as supreme in quality and flavor.

It pays to promote Schrafft's Chocolates!

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ALLEN, SON & CO., INC.
Phone CEnter 3-1300
25 South Warwick Avenue
Baltimore 23, Md.

Schrafft's
Miniature Chocolates

Special Spring Deal!

the New ICE ROCKET

SNOWBALL MACHINE for only $278.

LOOK AT THESE BIG FEATURES . . .

VERSATILE—Takes any size ice up to 4″ cubes.

COMPACT—Takes less space . . . more room to work . . . serve . . . sell!

SIMPLE— Well designed mechanism means fewer service calls!

ECONOMICAL—Only $278 . . . $75 less than any other leading brand . . . pay just $16.66 a month after small down payment!

EFFICIENT—Eye-catching white plastic and stainless steel for easy cleaning!

Unconditional 2-Year Guarantee

TAFT, WARREN & TAFT, INC.

122-24 South St, Baltimore 2
PLaza 2-2207

SLIDE TALK HIGHLIGHTS POISON PREVENTION MEASURES

"The Problem of Accidental Poisoning in the Home," a dramatic slide talk emphasizing preventive measures—is now available to any member of the professional health team, exclusively from the American Pharmaceutical Association.

This program was recently presented to The Mothers Club of Saint William of York Church in Baltimore, under the auspices of the Maryland Pharmaceutical Association Speakers Bureau. Charles E. Spigelmire and Victor H. Morgenroth, Jr. made the presentation which was well received.

Speakers will be provided through the Maryland Pharmaceutical Association, throughout the State, to address groups and organizations on pharmaceutical and health subjects.

PHARMACY'S URGENT NEED

The most urgent need pharmacy has today is communication to stop talking among ourselves and start talking with others. We have spent far too much time telling each other the facts about our profession and industry and have not told pharmacy's story to the general public. Members of the profession have been complacent in discussing the important role pharmacy has played on the medical-health team. Complacency certainly has no place in pharmacy today. The story must be told.

Add good communications to your present public relations program and you will have strengthened and developed it into a more potent factor in the creation of a desirable professional image. You will have broken the barrier of mystery and suspicion and cleared the path to more complete confidence and understanding.

Today, a great deal of interest has been shown in pharmacy and its many segments. Now is the time for every individual connected with the profession and industry to accelerate his public relations program. It is time to communicate with the general public—to tell the true facts about pharmacy—if health care as we know it today in this country is to survive.

—Eli Lilly Public Relations
Bulletin

SPOTLIGHT
PRODUCT OF
THE MONTH

A-DU

Featured in all BMPA Stores

WITH

Dial 123 *Live* Radio

FREE . . . POCKET SIZED LAUGH BOOK

An attractive new, mirth-provoking LAUGH BOOK has been published by Precision Equipment Co. Of interest to everyone, the Laugh Book is of particular value to those who must make an occasional public address or luncheon speech.

Included are many extremely funny cartoons by famous artists . . . cartoons such as Mr. Breger, Mr. Hubert, Cuties, the Girls and Strictly Richter. Also printed in this attractive pocket-size booklet are Precision's famous "Heard In The Locker Room" jokes.

For a bright note in your day, send for your free Laugh Book. Just write to Precision Equipment Co., 4411 F Ravenswood Ave., Chicago 40, Illinois.

AMERICAN MEDICAL ASSOCIATION CONDEMNS PRESCRIPTION MAIL-ORDER PLANS

Meeting in Miami Beach, Florida, the American Medical Association condemned mail-order prescription plans stating that "the unorthodox practice of mail-order filling of prescription drugs is not in the best interest of the patient."

APHA Secretary William S. Apple requested an opportunity to present the public health hazards inherent in mail order prescription operations to the American Medical Association, and invited the National Association of Retail Druggists to support the APHA in the presentation. Thus, on June 12, Dr. Apple, accompanied by Williard B. Simmons, Chairman of the NARD Executive Committee, appeared before the AMA Board of Trustees.

The Board of Trustees subsequently recommended that the AMA House of Delegates endorse the position of the Board in agreeing with "the representatives of the pharmacy profession." On June 15, after referral to the appropriate Reference Committee (Hygiene, Public Health and Industrial Health), the AMA House of Delegates approved the recommendation as follows:

> "The attention of the Board of Trustees has been called by representatives of the American Pharmaceutical Association and the National Association of Retail Druggist to mail-order merchandising of prescription drugs.
>
> "This process requires patients to send prescriptions, sometimes at great distance, to the center of drug distribution. In this process, the direct personal relationship, which exists between the patient-physician-phar-

Robins

JUNE CHECK LIST

Tear out for a handy check of
your current stock of these
Robins products that are receiving
special promotion in your area
THIS MONTH

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☐ 6 oz.

Donnagel® with Neomycin
☐ 6 oz.

Donnagel®-PG
☐ 6 oz. Donnagel with Paregoric Equivalent

Ambar™
☐ Tab. 100's ☐ Tab. 500's
☐ No. 1 Extentabs 100's ☐ No. 1 Extentabs 500's
☐ No. 2 Extentabs 100's ☐ No. 2 Extentabs 500's

Robaxin®
☐ Tab. 50's ☐ Tab. 500's

Robaxin® Injectable
☐ Amp. 10 cc. 5's ☐ Amp. 10 cc. 5 x 5's

Robaxisal®
☐ Tab. 100's ☐ Tab. 500's

Dimetane®
☐ Tab. 100's ☐ Tab. 500's ☐ Extentabs 100's
☐ Extentabs 500's ☐ Elix. 16 oz. ☐ Elix. Gal.
☐ Amp. 1 cc. 6's ☐ Amp. 1 cc. 100's ☐ Vials 2 cc.

Why not check your stock of
all Robins products at the same time
—and be prepared

A. H. ROBINS CO., INC., RICHMOND 20, VA.

macist at the community level and which is essential to the public health and the welfare of patients, is lost.

"The Board of Trustees agrees with the representatives of the pharmacy profession and believes that the unorthodox practice of mail-order filling of prescription drugs is not in the best interest of the patient except where unavoidable because of geographic isolation of the patient."

The recommendation adopted by the House of Delegates was identical to the original proposal submitted by the Board of Trustees, except for the addition of the concluding phrase which was added by the Reference Committee. It is reported that testimony before the Reference Committee by a representative of the Council on Rural Health "revealed that patients living in isolated geographic regions where no local pharmacy is available" may be compelled to obtain some prescription medication by mail. The Reference Committee thus amended the proposal which the AMA House of Delegates officially adopted.

DRUG STORE CHANGES

The following are changes in drug stores for May:

Change of Address

Downs Pharmacy, 5704 Bellona Ave., Baltimore 12, Md. Grant Downs, Jr., Prop. Formerly: 6242 Bellona Avenue.

Glen Echo Pharmacy, Melvin Sindler, Prop. 7311 MacArthur Blvd., Bethesda, Md. Former address: 6911 MacArthur Blvd.

Closed

Frank W. Karwacki, Karwacki's Pharmacy, 2446 Fleet St., Baltimore 24, Md.

Peoples Service Drug Stores, Inc. #58, 7663 New Hampshire Ave., Langley Park, Md.

Nimrod Earl Esterson, Esterson's Pharmacy, 22 Race St., Cambridge, Md.

Rachmill Schlafstein & David Peskin, Cottage City Pharmacy, 3907 Bladensburg Road, Colmar Manor.

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North Point Pharmacy, 7111 Old North Point Road, Baltimore 19, Md. Donald Levy, Prop.

Tate's Cut Rate Drug Store, Inc. (Subsidiary Peoples Service Drug Stores, Inc.) 7663 New Hampshire Ave., Langley Park, Md.

Lykos Pharmacy, Inc., Nicholas C. Lykos, Pres., 2101 York Rd., Timonium, Md.

Change of Ownership

Richmond's Pharmacy, Inc., 5500 Park Heights Ave., Baltimore 15, Md. Sewell E. Richmond, Pres. Formerly: Daniel's Pharmacy, Daniel M. Eichberg, Prop.

Gilbert Cohen, Voshell's Pharmacy, 241 N. Lakewood Ave., Baltimore 24, Md. Formerly: Louis Sapperstein.

See The July Issue
For A Report Of The
78th Annual Convention

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WHAT DO YOU THINK?

Happy workers are not necessarily the most productive, S. D. Astor, president of the shortage control consulting firm of Management Safeguards, Inc., told key retailing executives at New York University's "Top Management Seminar."

"It is not necessary to channel primary (employee relations) efforts in the direction of employee happiness. Surely unhappy workers are the worst workers, but there is no necessary correlation between surface happiness and achievement," Mr. Astor told executives and store owners attending the seminar which ran June 7 through 11 under the joint sponsorship of NYU's School of Retailing and the National Retail Merchants Association.

Mr. Astor stated that the challenge provided by a fair but tough-minded boss was the key to high productivity. "An employee has the greatest respect for a boss's desire to do a job well for its own sake. A tough boss is a very well respected man, provided, of course, that his own intelligence and integrity measure up to his demands."

Most firms have adequate systems for shortage controls, Mr. Astor said. Shortages are caused largely by failure of personnel to adhere to regulations, and one of the most frequent reasons for this, he said, is laxness or softness on the part of management men who feel they cannot demand too much of their employees.

"If a top executive is not sufficiently tough-minded to make decisions based on sound principles of control and profitable operation, if, in other words, he compromises, it is axiomatic that his staff and subordinates will make similar compromises.

"Recently we had occasion to examine the operations of an organization in

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New England. The general manager revealed himself to be a very 'nice guy.' He admitted that he had serious problems of both shortages and increasing payroll, but he said: 'My people are tender. We cannot push them too hard.'

"They were not tender—they were spoiled and unchallenged. They had lost respect for the general manager, for the company, and to a considerable extent for themselves. Despite the delicacy with which they were treated, employees were grousing and complaining. Management's concern with employee happiness had backfired. Employees were no longer concerned with control and achievement—they were concerned with their own comfort.

"It is no surprise that this organization showed a startling combination of waste and dishonesty. By written record, employee theft exceeded $100,000. Employees had freely handed cartons of merchandise to truck drivers or accomplices who pulled up their automobiles next to the shipping dock. Supervisors closed their eyes. They felt that if management was not sufficiently interested in stopping waste and theft, they certainly need not get involved. Despite this, nobody was checking incoming merchandise. Supervisors complained that they needed more help or more overtime.

"And yet the same people who had been pilfering merchandise and playing poker during overtime periods were capable of doing a superb job when they were challenged by proper goals. First these people had to be told what was expected of them and they had to be controlled to make sure they were meeting their goals."

The moral, Mr. Astor said, is that "Tough controls and rigid enforcement are the keys to profitable management . . . A man's achievement is usually no greater than the challenge posed to him, and that challenge can be posed only by the leader—the top executive. A taut ship is synonymous with a tough, alert, vigorous captain."

PRIZE WINNERS

Prize winners in the recent "Fashion Fling Sweepstakes" dealer contest have been announced by Kimberly-Clark Corporation.

The company awarded 25 first prizes of $100 savings bonds; 50 second prizes of $50 savings bonds; and 100 third prizes of $25 savings bonds.

Beatrice Cohen, Irvin's Pharmacy, Baltimore, was a third prize winner.

MYSELF

I have to live with myself and so,
I want to be fit for myself to know;
I want to be able as days go by,
Always to look myself straight in the eye;
I don't want to stand with the setting sun
And hate myself for the things I've done.

I don't want to keep on a closet shelf
A lot of secrets about myself
And fool myself as I come and go
Into thinking that nobody else will know
The kind of a - ! ? ! ? - I really am;
I don't want to dress myself in sham.

I want to go out with my head erect
I want to deserve all men's respect
But here in the struggle for fame and pelf
I want to be able to like myself.
I don't want to look at myself and know
That I'm bluster and bluff and empty show.

I can never hide myself from me;
I see what others may never see;
I know what others may never know
I can never fool myself and so,
Whatever happens, I want to be
Self-respecting and conscience free.

E. A. Guest

A picture of Elsie in your window or store is a pleasant greeting to your patrons. Over the years, Elsie has acquired a large circle of loyal friends who have faith in her and her products.

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TABLETS & GRANULES

For gastrointestinal disturbances, diarrhea (antibiotic induced and others),[1,2,3] fever blisters and canker sores of herpetic origin.[4]

Usual dosage for adults and children: Four tablets or one packet of granules chewed and swallowed four times a day. ·

Supplied: Tablets in bottles of fifty—Granules in boxes of twelve one gram packets.

(1) Siver, Robert H.: Current Medical Digest, Vol. XXI, No. 9, September 1954. (2) McGivney, John: Texas State Journal of Medicine, Vol. 51, No. 1, January 1955. (3) Frykman, Howard M.: Minnesota Medicine, Vol. 38, No. 1, January 1955. (4) Weekes, D. J.: N. Y. State Journal of Medicine, Vol. 58, No. 16, August 1958.

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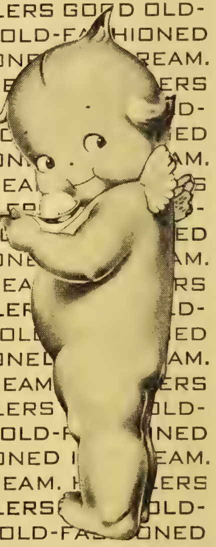

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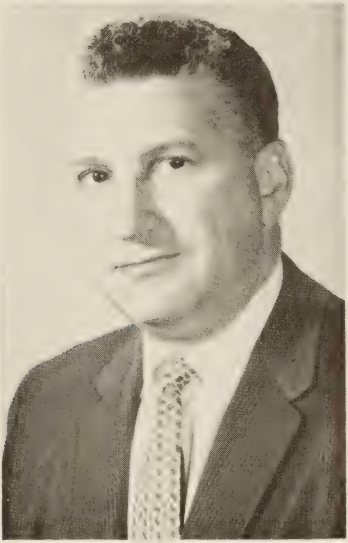

HAROLD M. GOLDFEDER
President
Maryland Pharmaceutical Association
1960 - 1961

(*Meet the President, page* 736)

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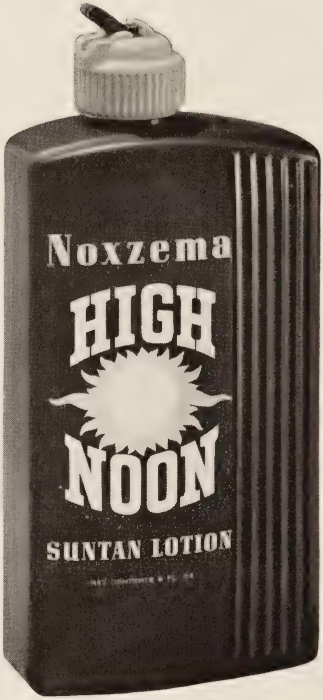
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"I pay for it . . . with a song.

"I sell at a big profit . . . that's a beautiful melody by the entire ensemble."

He waved a baton—but nothing much happened that you could call music. And suddenly he realized he was completely off key.

Moral

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... Editorial ...

TIME WELL SPENT

Those who attended the 78th Annual Convention of the Maryland Pharmaceutical Association held at the Shelburne Hotel in Atlantic City, New Jersey, the end of June, will fully agree the time was well spent.

From every angle, the Convention was an outstanding success. The weather was good in a deluxe atmosphere of comfort and relaxation; the reports and speakers were informative; and the food and entertainment were excellent.

A total of 402 people attended the Convention, which included 100 pharmacists and their families augmenting more than half of the attendance. The balance consisted of members of the Travelers and Ladies Auxiliaries and friends of the combined members. New faces were noted, especially those of the younger members of the profession and the drug industry. There is only one note of regret—that more pharmacists do not take the opportunity to attend their professional convention.

The highlight of the Convention was the Testimonial Dinner given in honor of Dr. Robert L. Swain. Dr. Swain, a Marylander, was presented a Life Membership in the Maryland Pharmaceutical Association, an Illuminated Scroll, and the establishment of a Pharmacy Seminar in his name.

Although the Convention will be fully reported in the October Proceedings Number of the Maryland Pharmacist, a brief resume follows here, you are urged to read the full reports and addresses in the Proceedings Number.

Officer and committee reports covered areas of professional and economic importance. The Kefauver Investigation was aptly handled in President Mouat's address to the Convention. Reports given on public, professional and trade relations were exemplary, as were those given on legislation and Fair Trade. All reports indicated the awareness of the problems of Pharmacy by dedicated committees and their chairman. The Association is indeed grateful to these devoted workers who serve Pharmacy without personal gain or compensation.

Particular attention is called to the resolutions adopted at the Convention which are listed elsewhere in this Journal. These too indicate the alertness of the Association to those matters of present day concern. Such subjects as: medical care, prescription pricing, prescriptions filled for private patients by hospital pharmacies, indiscriminate sampling abuses, physician-owned clinic pharmacies, mail-order prescriptions, product duplication, and sales of legend drugs to industrial firms and institutions not covered by a pharmacist or a physician are fully covered by these resolutions. They constitute a blueprint of action. The Association has already instituted action on the resolutions. We hope the results will be fruitful.

The speakers too brought messages of great import. The first day of the speaking program was devoted to store modernization and merchandising. Two specific departments were used as examples of both increased store traffic and sales development. Mr. William M. Mapes spoke on merchandising the Tobacco and Tobacco Sundries Department; Mr. George J. Abrams gave an enlighting talk on the future of the Cosmetic Department; and Mr. Russell M. Vollink spoke on store modernization and mass merchandising.

The second day was confined to the professional aspects of Pharmacy. Dr. William S. Apple spoke on the problems of the profession and organizational strength as an absolute necessity for

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survival. Mr. Frazier Cheston covered the subject of the proper control in the manufacture of drugs and its relation to generic drugs. Mr. W. M. Monday gave a statistical talk on the filling of prescriptions and pharmacist-physician relations.

Much more could be said about the 78th Convention, only major points have been reported here. Don't forget to read full coverage in the Proceedings Number of the Maryland Pharmacist.

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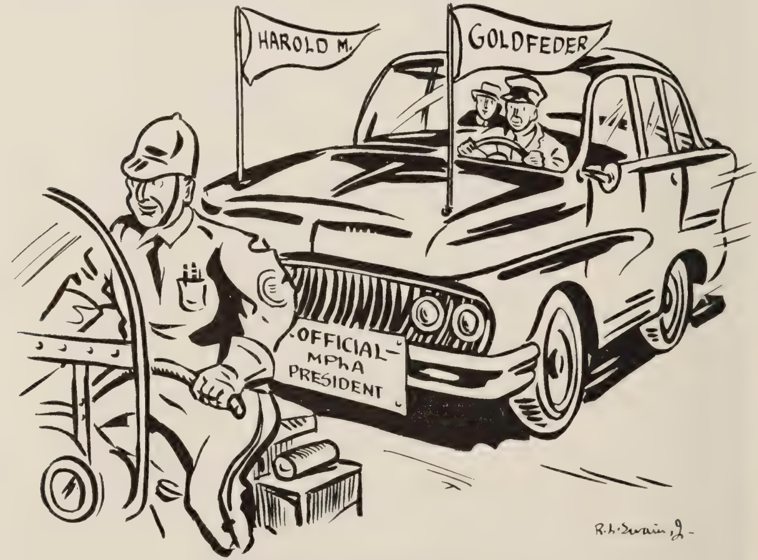

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PRESIDENT'S MESSAGE

Dear Fellow Pharmacists:

Our 78th Annual Convention is now history. The convention was a huge success, highlighted by the Testimonial Dinner honoring one of our distinguished members, Dr. Robert L. Swain, recognized as the Elder Statesman of Pharmacy.

We all enjoyed our moment of fun and relaxation. We also considered the pharmaceutical problems of the day and heard some excellent speakers. Now it is time to roll up our sleeves and go to work again.

I would like to thank the convention committees, the Ladies and Travelers Auxiliaries, and all of the suppliers who contributed to make the convention a memorable one. A special thanks to our very capable Executive Secretary, Joseph Cohen and his staff for their services beyond the call of duty.

Congratulations to Richard R. Crane and Mrs. Samuel I. Raichlen upon being elected to the presidency of TAMPA and LAMPA respectively. I am sure we can count on them and their organizations for full support during the coming year.

Realizing the many difficult and serious problems confronting our profession today, it is imperative that individually and collectively we do everything we can to combat these problems.

It is your duty and responsibility to join your state professional Association; and make it your business to see that your colleagues also belong.

Actively serve on the committees you are appointed to and be sure to attend all association meetings. By conforming to the above, not only will you have a voice in the decisions that must be made, but you will have a hand in paving the road of our future travels. It is up to you to decide whether the road will be rough or smooth.

As your president, I will do everything in my power to carry out your wishes and desires to the best of my ability. Please feel free to contact me or the association office with any suggestions or ideas that might contribute for a better organization.

A Speakers Bureau is being organized with Victor H. Morgenroth, Jr. serving as chairman. Through this means we hope to tell the true story of Pharmacy to the public. The Maryland Pharmaceutical Association will provide both speakers and material to speak before groups such as: PTA, Kiwanis, Lions, Rotary, religions, civic, medical and dental. Please contact groups on a community and local level to set up speaking dates. Then inform Victor Morgenroth or the Association. Take advantage of this golden opportunity to build Pharmacy and to further establish yourself in the health service of the community.

In closing, may I again thank you for giving me the honor of serving as your president for the ensuing year.

Sincerely,

HAROLD M. GOLDFEDER
President

don't be caught short

People get **mad** when they can't buy their favorite tasty Lance snacks. So don't be caught short. Let your Lance salesman help. He can stock your displays with enough of the right flavors to keep your customers happy.

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TOPS with ice cream . . . TOPS in ice cream cones . . . you and your customers will "go" for Flavor-ized Flare-TOPS. If your regular wholesaler can't supply you, write or phone:

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LOOK AT THESE BIG FEATURES . . .

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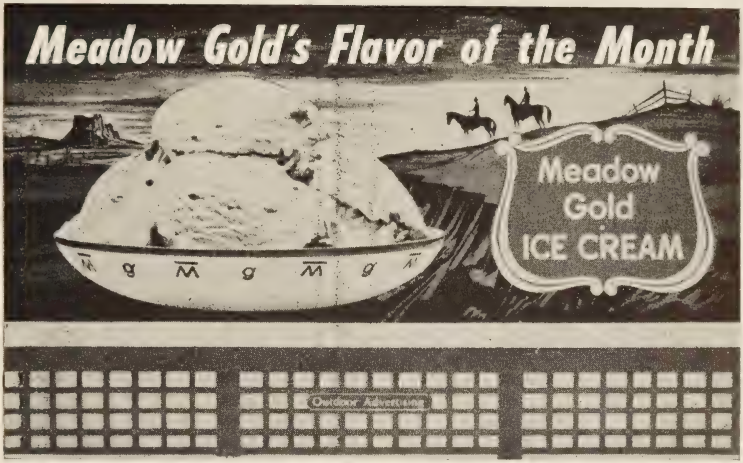
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. . . Fair Trade News . . .

TOWERS RESTRAINED IN FAIR TRADE SUIT

A permanent injunction restraining Towers Discount Store, Dundalk, Md. from selling or advertising certain products at less than Fair Trade prices has been handed down.

The court order is the result of an equity suit brought by The J. B. Williams Company, Inc., 711 Fifth Avenue, New York City. They handle toiletries and drugs.

The J. B. Williams Company will continue to correct any practices which violate the fair trading of their products. We would appreciate you informing manufacturers of Fair Trade violations, as we know that druggists everywhere are interested in preserving Fair Trade.

FAIR TRADE ACTIONS

Johnson & Johnson has obtained a consent injunction permanently prohibiting the Dart Drug Corp. of Maryland from violating the company's fair trade prices. The decree was granted by Judge R. Dorsey Watkins of the Federal District Court of Maryland. Dart owns a chain of retail drug stores in the Washington D.C. area.

The action, taken by the manufacturer of surgical dressings and baby products, prohibits Dart from selling, advertising or offering for sale any of the company's products at less than minimum fair trade prices.

Bristol-Myers has obtained injunctions forbidding the sale of its products at less than the minimum Fair Trade Price against:

Baron Drug Company, Cranford, New Jersey
Masons Stores, Inc., Pennsylvania
Towers of Dundalk, Inc., Maryland

N.A.R.D. URGES CONTINUOUS FAIR TRADE EFFORT

All is not dead on the fair trade front! In fact, the campaign for a national fair trade bill has been revitalized by the unexpected decision of Congress to adjourn until August 15th and then to reconvene for at least three weeks thereafter. Under the new schedule, fair trade forces are assured of a much needed opportunity to regroup for what could become our final, successful drive for enactment of H.R. 1253.

In the six weeks' period before Congress reconvenes, our primary emphasis should be upon arranging for the required 219 signatures on the fair trade discharge petition. While 135 House Members had signed the petition as Congress recessed, 84 more signatures are needed for success. Even though our task remains formidable, our prospects are much improved. At least, our goal is in sight now.

Facilitating efforts to add needed signatures to the fair trade discharge petition is the fact that all Congressmen will be home during much of the next six weeks. Thus, fair trade supporters will be afforded ample opportunity to call upon their Congressmen personally and urge them to sign the petition when Congress reconvenes. These visits must be made not only by retail pharmacists but by all retailers on Main Street—appliance dealers, jewelers, hardware dealers, grocers, sporting goods dealers, gasoline retailers, etc., as well. Small business committees are especially effective for such Congressional visits, as you know.

Unfortunately, it is impossible for N.A.R.D.'s Washington office to identify House Members who have and those who have not signed the fair trade discharge petition. Under House rules, discharge petition signatures are kept

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secret until the magic number (219) is reached. At that time, the names of those signing the petition are published in the Congressional Record.

At any rate, every Congressman, whether or not he has signed the fair trade discharge petition, should be visited by the small businessmen of his district. If the Representative has already signed the petition, he should be warmly thanked for doing so. Where a House Member has not yet signed, a polite request from his friends and constituents might persuade him to do so upon his return to Washington on August 15th. After all, very few House Members can say they have never signed a discharge petition of any kind.

Although obtaining signatures for the fair trade discharge petition in the House has a very high priority, your Senators should not be disregarded during the recess period. Once the fair trade bill is acted upon by the House, the measure will go to the Senate for further action.

In the past, you have helped and helped and helped on the national fair trade bill and, under the circumstances, to ask you to help once more is not a casually made request. Nor will it ever be. So long as a chance remains for passage of the vitally needed fair trade bill, we know you want us to keep working for the measure. And we will do so, knowing you will be working right along with us. There will be no quitting.

Please bear in mind that federal government employees met and overcame great obstacles in their successful employment of the discharge petition procedure and then in overriding a Presidential veto in order to gain for themselves a $750 million pay raise. Throughout their fight, federal employees never wavered in their belief Congress wanted to help them as much as it could. Their confidence and perseverence brought them victory.

In our opinion, Congress is as much interested in safeguarding the competitive well-being of the nation's 4½ million independent businessmen as it is in aiding the economic welfare of 1.6 million federal workers. Both political parties would like to point pridefully to a sound and constructive small business legislative record, when the national elections come up in November. Help insure that such a record includes the national fair trade bill.

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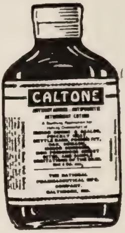

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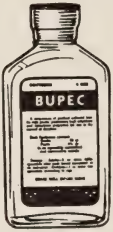

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SUNBURN

by B. F. Allen*

No one will deny that the moderate exposure of the human organism to sunlight is beneficial, but if carried to excess, detrimental results accrue, varying from the preliminary stages of general irritability and depression (with or without an increase in bodily temperature) to inflammatory conditions of the skin, which may become septic.

Sunburn is due almost exclusively to the so-called shorter light rays which are very direct and burning during the noonday sun, especially, throughout the summer months.

As a rule, a 20-minute exposure of the unprotected average skin to June sunlight, around noon, will produce a minimum perceptible erythema (a mild reddening); upon a 50-minute exposure, a vivid erythema will result. The latter may be regarded as the maximum non-injurious skin reaction; at this point also, the stimulation of pigment formation is probably at its peak. Beyond it, there is the painful burn resulting from an exposure of 100-minute duration or longer, and the blistering burn in the wake of a 200-minute exposure.

The usual dangers of sunburn can result from the reflected glare to be found at the seashore and on snow-covered mountains. Reflection can tremendously augment direct radiation, adding up to a total of erythemogenic potency of dangerous proportions. Serious burns suffered over large bodies of water, especially salt water, are a common experience. A similar condition results due to the enormous reflection of burning rays from snow and ice. Not only are severe burns easily produced but conjunctivitis or snow blindness are sometimes a dreaded accompaniment.

By contrast, dirt particles and smoke that contaminate the air may provide considerable protection against sunburn by absorbing sunburn-producing rays.

The economic aspects of millions of solar burns has been accorded but scant attention by the laity and public health agencies. The financial involvement in this basically summer malady is of considerable proportions. It has been estimated that there are in the U.S.A. over 12 million sun-worshipers who will permit irradiations far in excess of their safe tolerances. Approximately one-half of this number will be sunburned of sufficient severity to incapacitate the individual for at least one day, resulting in the loss of an indeterminate man-hours of labor, etc.

Voluntary control of sunburn has not been and probably never will be successful because neither the public nor the physician has any idea of what constitutes a safe irradiation for average skin. Also, after a long dreary, sunless winter, it is almost impossible for the layman to associate danger with the warm, relaxing, pleasurable sensations stimulated by sunlight.

It has been reported that one of the main effects of exposure to the sun's rays is the degeneration of the prickle-cell[a] layer of the skin, possibly by denaturation of its protein constituents. Also, it should be noted that tanning is actually part of the procedure by which nature is trying to minimize, to the best of her ability, the damaging effects which would otherwise be produced by exposure to light. Tanning should therefore be produced very gradually. If the first exposure is excessive, a blistering is produced.

The outer keratinous coat (which the body was thickening to absorb the light) will be thrown off, and not only

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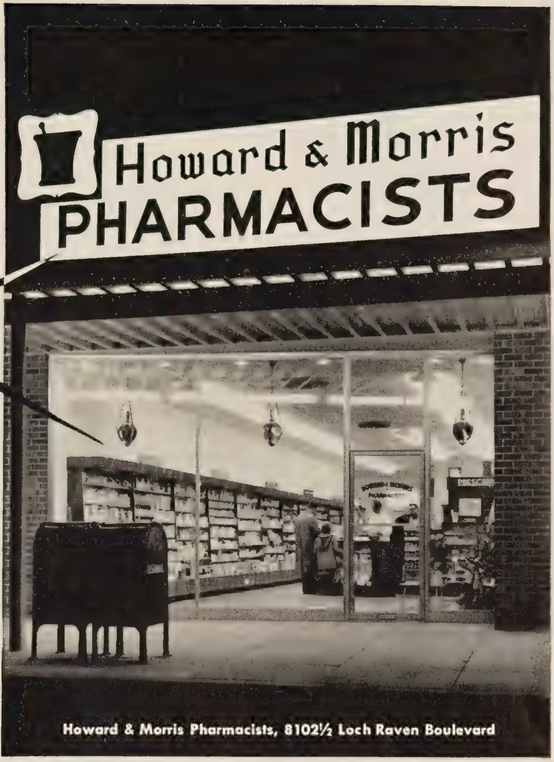
*Associate Professor of Pharmacy, University of Maryland.

[a] One of the cell layers in the epidermis

GOOD LIGHTING



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will an open wound result with all the subsequent dangers of infection but also the protection against sunlight will be absent and exposure to sunlight will then further irritate the condition.

After many years of observation and study directly on various beaches, it has been concluded that a serious sequel of severe sunburn is the failure of the skin to tan normally, if at all, throughout the summer in which the injury was sustained. Furthermore, as a distinct potential, not only is pigmentation inhibited or total non-existent during the particular season in question, but such a condition may persist for many summers thereafter.

Freckles or spots of hyperpigmentation are said to be a desperate effort by the skin to protect vital nerve endings from excess radiant energy. Ultra-violet irritation, even if only of mild intensity, will earlier or later, cause the skin to become scaly, inelastic, wrinkled, thickened, course, unattractive and old-looking. Unlimited quantities of strong sunlight, can and does precipitate a predisposition toward eczema, acne, urticaria, etc. The white man is simply not geared for limitless hours of strong solar radiation.

Treatment of sunburn[b] is worthy of some attention. For the mild burns, any sort of palliative will suffice—or even no treatment at all. The severe burns will demand topical therapy for the relief of pain and possibly internal medication for the management of side effects. In extreme cases, the services of a physician or hospitalization may be required.

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In case of sunburn, the following suggestions have recently been made by a government agency. If the burn is severe, call a doctor; chills, fever and even delirium can follow a very bad exposure. In mild cases where the skin turns red, dust the area with talcum. For moderately bad burns where the skin is red and slightly swollen, apply wet dressings of gauze dipped in a solution of aluminum acetate 1-500. Another soothing dressing is made by soaking in cold white mineral oil. After the swelling goes down, replace the dressings with a soothing cream containing: cold cream 88 parts; menthyl salicylate, 10 parts; and benzocaine, 2 parts.

Others recommend in less serious but painful conditions the topical use of palliative preparations, preferably of liquid or low-viscosity character in order to avoid further irritation by pulling the skin in the process of application; the addition of a mild antisep-

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[b] published market information states that for every dollar spent for the prevention of sunburn, ten dollars were invested in products for the treatment of same.

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tic will minimize the risk of infection and benzocaine is sometimes added to afford local anesthesia.

While some oil-in-water emulsions are both cooling and soothing in action, oils and greases are contraindicated because they tend to block the escape of heat, and also because they may interfere with the actions of any analgesic and antiseptic ingredients.

For the sake of illustration, several simple palliative mixtures for the treatment of milder cases of sunburn are shown in the following formulas.

Cooling Lotion (Calamine Type)

Zinc oxide	15.
Talc	15.
Bentonite	5.
Propylene Glycol	5.
Distilled water	60.

Astringent Lotion, Mild

Zinc phenolsulfonate	3.
Propylene glycol	5.
Camphor water	92.

Cooling Emulsion

Mineral oil, light	10.
Lanolin	2.5
Triethanolamine oleate	5.
Propylene glycol	2.5
Distilled water	80.

It has frequently been noticed that sunburn preventives are purchased after mild or severe solar burns has been incurred. The manifest and correct deduction is that the preparation will now be applied on injured and hypersensative skin. Damaged skin amplifies the possibilities of unfavorable reactions toward screening (or sunfiltering) chemicals. Therefore, as in the case of numerous other chemicals applied externally, so also in that of sunburn preventives, individual cases of hypersensitivity have been encountered, precipitating unfavorable dermatologic responses.

NOTES ON EARLY PHARMACY IN MARYLAND

By B. Olive Cole

The Maryland College of Pharmacy was organized as a membership institution in Maryland in 1841, at which time seventy-seven drug stores served a population of about 100,000 persons. At that time there were two colleges in the United States offering instruction in pharmacy, namely, the Philadelphia College of Pharmacy organized in 1822, and the New York College of Pharmacy organized in 1829. A school was organized in Boston in 1823, but did not set up an organization for giving instruction in pharmacy until 1867—now known as the Massachusetts College of Pharmacy.

From the transactions of the Medical and Chirurgical Faculty of the State of Maryland one learns of a convention of Eastern Shore physicians in Easton in 1837 held independent of the Medical and Chirurgical Faculty to codify ethics of medical practice, and later to include a demand on the General Assembly of Maryland for the establishment of a college of pharmacy. Peregrine Wroth, Jr., L.M., M.D., born in Kent County in 1786, was president of the convention of the Eastern Shore physicians held in Easton in 1837, and was the author of the memorial addressed by that convention to the General Assembly asking for the establishment of a college of pharmacy. Dr. Eugene Faunterloy Cordell in his history states that the movement originated in 1837 with Prof. William Fisher of Baltimore. The establishment of the Maryland College of Pharmacy in 1841 was probably taken by these memorialists of 1837 as direct evidence of the efficacy of prayer.

The initiatory conference in Baltimore in forming the Maryland College of Pharmacy was held in the residence of Dr. Samuel G. Baker on June 8, 1840. The group attending included

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three physicians representing the Medical and Chirurgical Faculty and eight apothecaries representing the pharmaceutical interests, which group included Thomas G. Mackenzie, George W. Andrews, David Stewart and Robert H. Coleman. A committee of five apothecaries was appointed to make plans for the formation of the college. In their report on June 22, 1840 they recommended the calling of a general meeting of all regularly educated pharmacists to consider the project. This meeting was held on July 6, 1840 and a committee was appointed to draft a constitution and by-laws for a college of pharmacy and to report at a meeting to be held on July 20, 1840. The Baltimore Sun published a notice inviting all regularly educated apothecaries in the State of Maryland to meet at John Neely's School Room on July 20, 1840 at eight o'clock P.M. to consider the constitution and by-laws of the college. Both were approved, with amendments.

At the organization meeting the following were elected:

President—Thomas G. Mackenzie
First Vice-President—George W. Andrews
Second Vice-President—Robert H. Coleman
Secretary—William H. Balderston
Treasurer—Henry B. Atkinson
Board of Examiners—Benjamin Rush Roberts
David Stewart
Thomas T. Phillips

In 1841 there were two members of the College in addition to the officers—eighteen in all, who were the incorporators of the College. A petition to the Maryland Legislature was presented by Benjamin Rush Roberts and Robert H. Coleman to have the College incorporated. The Act of Incorporation was passed on January 27, 1841, to have force for thirty years, and signed by William Grason, Governor of Maryland. (Realizing that the corporate powers of the College would expire on January 27, 1871, the Maryland College of Pharmacy was again incorporated on March 23, 1870, at which time the College was granted perpetual corporate powers, subject to repeal at the pleasure of the General Assembly of Maryland.

Previous to 1840 it had been the custom among physicians to compound at their offices such medicines as they desired their patients to have the labor being frequently assigned to more or less experienced students of medicine, then usually pursuing a course of reading in offices of physicians. Prescriptions were not so frequently prepared by the apothecary, and the latter was considered a vendor of crude drugs, such pharmaceuticals which were then in common use by the laity, numerous quack nostrums and a variety of other articles, such as glass, paints, dyestuffs, etc. Gradually as the number of medicines increased, and as their preparation and compounding required a more thorough knowledge of their characteristics and constituents, the physician laid aside his mortar and pestle and abandoned this work to the apothecary. Apothecaries' shops with their apprentices became more numerous, and soon the general desire for an opportunity of receiving systematic instruction in the sciences related to their calling led to the establishment of colleges of pharmacy.

The installation fee for members was $10.00 with an annual fee of $5.00 thereafter. The membership of the College met once every month except in June and August. Each member was required to attend all of the meetings of the College except for sickness or absence from the city, or pay a fine of 50 cents for each absence.

The first course of lectures of the College began the first week in November 1841 and ended the latter part of February 1842. Six students attended

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this session. Three of these—William Silver Thompson, Alpheus P. Sharp and Frederick A. Cochrane were declared graduates at a public commencement on June 19, 1842. One session was then sufficient for graduation, but apprenticeship in a store was required for attendance at the College.

The lectures were delivered by members of the College, six members being assigned the subject matter embraced in the then current edition of the United States Dispensatory by Wood & Bache, while David Stewart lectured on chemistry. Neither officers nor lecturers received any compensation for their services, the income from fees of members and students being applied solely for the purpose of sustaining the College. This was surely an humble beginning, but the effort and self-sacrifice of these men stand forth today well worthy of the admiration of the present generation.

At the close of the session of 1843-44 it was considered best to have distinctive professors for each department. The first chair filled was that of "Theory and Practice of Pharmacy" to which Dr. David Stewart was elected, April 24, 1844. He is considered as being the first Professor of Pharmacy in the schools of pharmacy of the United States. Dr. William E. A. Aiken of the University of Maryland, was the lecturer in Chemistry, and William S. Reese in Materia Medica.

There were three presidents during the early life of the College—Thomas G. Mackenzie, Benjamin Rush Roberts and George W. Andrews. You may be interested in their activities.

Thomas G. Mackenzie, the first president, founded a store in 1824 at Baltimore and Gay Streets. Two of his brothers, who were prominent physicians, had an interest in the business. Mr. Mackenzie's educational and social advantages inferred high business ideals, and he always stressed the best in pharmacy. Consequently, few worked with greater loyalty and zeal until the organization of the College was accomplished. He prepared and read many papers—one in 1845 proposing modification of several formulas of the U.S.P. and offered a formula for the preparation of Black Drop, which was adopted, and also a formula for Syrup of Squills.

Benjamin Rush Roberts, one of the incorporators and a member of the first Board of Examiners of the Maryland College of Pharmacy, was president from 1842-44. The first resolution he offered was to the effect that the members of the College will individually endeavor to examine and make reasonable objections to such formulas of the U.S.P. as are thought to be imperfect and submit the same in writing at a future meeting, with the view of their further consideration.

Dr. George Wansey Andrews was first elected president of the College in 1844, was re-elected when the College was reorganized in 1856, and was active until his retirement in 1871. He died April 7, 1877. In 1829 he established a store at 3 W. Baltimore Street. He soon became a chemist of repute, as well as a prescriptionist who enjoyed the implicit confidence of physicians and the public. In 1857 he associated with him as a partner, William Silver Thompson, one of the first graduates of the College, thereby creating the highly respected firm of Andrews & Thompson. When the American Pharmaceutical Association was formed in 1852 he became its initial first vice-president, and in 1856 was chosen president of this Association, but owing to a prolonged stay in Europe, he was not able to preside at the fifth annual meeting of the American Pharmaceutical Association. He was a member of the Maryland Academy of Science for 55 years. He was an enthusiastic pharmacist and a leader in his profession.

When one compares the opportunities of students of the present time for a broad education in pharmacy with the zeal of our forbears for pharmaceutical education and the advancement of the profession of pharmacy around 1840, we laud their enthusiastic endeavors and pay homage to their abilities and determinations in the interest of pharmacy.

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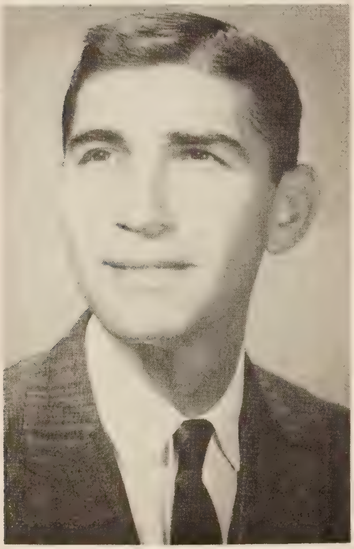
Volume 18 **JULY 1960** **No. 11**

TAMPA PRESIDENT'S MESSAGE



RICHARD R. CRANE

Dear Members of T.A.M.P.A.:

It might be well at this time to mention the purpose of the T.A.M.P.A. The object of this Association is to cooperate with the Maryland Pharmaceutical Association in promoting the general welfare of the drug trade and to be a permanent organization to aid in the entertainment of the parent Association.

Over the years, under the leadership of our very capable Past Presidents, these objectives have been successfully maintained—and in a grand fashion. Today, your organization is one of the finer among the "pharmaceutical fraternity." You should feel a touch of pride in this fact. Certainly, as your new President, I do.

As in the past, we must work and plan together, have fun together and cooperate wholeheartedly in whatever we are called upon to do. All of you know that one of the keys to success is the spirit of cooperation.

If you are asked to serve on one of our various committees, do so willingly, you will enjoy it and be helping yourself and your organization at the same time. We know we can count on your support to make this another banner year for T.A.M.P.A.

At this time, the officers and members of the T.A.M.P.A. would like to extend congratulations and best wishes to the newly elected governing bodies of the Maryland Pharmaceutical Association and the Ladies Auxiliary.

Sincerely,
RICHARD R. CRANE
President

TAMPA ANNUAL MEETING

The annual meeting of TAMPA was held on Thursday, June 30, 1960, at the Shelburne Hotel in Atlantic City.

After calling the meeting to order, President Heydemann called upon the various committeemen present for their reports. Upon the approval of all of the reports, Prexy Al complimented all members who worked so hard to make the Convention the success that it was, with a special vote of thanks to Vice President Dick Crane, the Chairman of the entertainment program, for such an outstanding performance on Tuesday evening by the "TAMPA Gals". Dick and his wife, Ann, were the authors of the entire script and handmade most of the costumes worn by our "girls".

The annual election of officers was held and the entire slate of nominees presented by the Chairman of the Nominating Committee, Larry Rorapaugh, was unanimously elected as follows: President, Richard R. Crane; First Vice President, Edwin M. Kabernagel, Second Vice President, H. Sheeler Read; Third Vice President, James A. Allen; Secretary, T. J. Kelly; and Treasurer, John A. Crozier.

There being no further business to come before the meeting, it was declared adjourned.

NEWS ITEM

Irving Kamenetz was the lucky winner of the drawing of the permanent Emory Helm Memorial Fund worth $250.00. Buy your tickets early for next year's drawing!

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-: NEWS ITEMS :-

MEET THE PRESIDENT

Harold M. Goldfeder became the 77th President of the Maryland Pharmaceutical Association at the 78th Convention of the Association held at the Shelburne Hotel, Atlantic City, New Jersey, June 27-30, 1960.

Harold is a native of Pennsylvania. He was born in Johnstown on March 17, 1918—on St. Patrick's Day, if you please.

Our new president received his early education in Johnstown graduating from the Johnstown High School in 1936. He received a Scholastic Scholarship to the Temple University School of Pharmacy graduating in 1940 with the degree of Bachelor of Science in Pharmacy. Upon graduation, Harold became affiliated with the Nevins Drug Chain operating an agency store of the Chain.

In 1943 president Goldfeder enlisted in the United States Navy. After being discharged from the Navy, he married the former Reva Matthews, a resident of Chicago. Shortly thereafter, the Goldfeders established themselves in Washington, D. C. where they make their home today. The Goldfeders have two children, a son Gary Lee and a daughter, Sheera.

In 1946 Harold purchased Patrick's Pharmacy (remember, he was born on St. Patrick's Day) in Washington. This enterprise has expanded to a ten store operation, known as the Metro Drug Stores, with units in Maryland, Washington, and Virginia.

In spite of his business activity, Harold continues to devote much of his time to civic, professional, fraternal and religious organizations—particularly those dealing with the profession of Pharmacy.

He organized the Prince Georges-Montgomery Pharmaceutical Association in 1955 and served as its first president. Besides heading the Maryland Pharmaceutical Association, Harold is National, Second Vice President of Alpha Zeta Omega Pharmaceutical Fraternity; Treasurer of Beth Sholom Congregation of Washington, D. C.; Member, Board of Directors of Hebrew Academy, Washington, D. C.; Member of the Executive Committee of Jewish Community Council of Greater Washington.

Harold also holds membership in the National Association of Chain Drug Stores, National Association of Retail Druggists, American Pharmaceutical Association, Washington Board of Trade, and the Prince Georges County Chamber of Commerce.

Our President is gifted with qualities of leadership. He has a keen sense of understanding and is conscientiously concerned with the problems of his fellowman. He merits the full support of Maryland Pharmacy.

DRUG STORE CHANGES

The following are changes in drug stores for June:

New Stores

Davidov's Pharmacy Beltway, 6124 Edmondson Avenue, Israel M. Ruddie, Pres., Baltimore 28.

Levindale Hebrew Home & Infirmary, Belvedere & Green Spring Avenues, Baltimore 15.

Professional Arts Pharmacy, Inc., 5550 Baltimore Nat'l. Pike, W. Harry Smith, Jr., Baltimore 28.

Closed

Denton Pharmacy, 212 Market Street, Denton, Frank E. Fogg.

Re-opened

Robert Fribush, 3600 Malden Avenue, Baltimore 11, Fribush Pharmacy.

Change of Ownership

Bass Pharmacy, 4224 Pimlico Road, Baltimore 15, Harry Bass, Prop., (Formerly Sewell E. Richmond).

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	Cans of 2 oz.	.43
	Cans of 5 oz.	.81
SOLUTION	(Propionate-Caprylate Compound, Improved, Wyeth)	
	Bottles of 2 fl. oz.	.43

*Based on minimum direct order $50.00.

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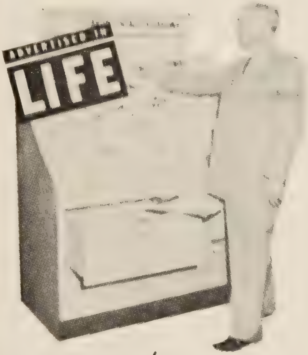

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A MESSAGE FROM THE PRESIDENT OF L.A.M.P.A.

MRS. SAMUEL I. RAICHLEN
President Ladies Auxiliary
Maryland Pharmaceutical Association

Dear L.A.M.P.A. Members:

Little did I realize, seven years ago, when L.A.M.P.A. was organized at the Convention in Ocean City, that I would be bringing to you a message as President. Little did I think, that as one of the mid-wives that helped bring L.A.M.P.A. into the world, that I would one day have the privilege of serving you as head of L.A.M.P.A.

I am indeed fortunate to be surrounded by so many competent and willing workers. I hope and pray that I can supply inspired leadership.

Our purpose from the beginning has been one of bringing the wives of M.P.A. and T.A.M.P.A. closer. We have no projects other than this. My predecessors have carried towards these goals most successfully. I, as your President, pledge myself to do the same. I hope that during my administration, the friendships that have been developing will continue to grow and become even closer.

I hope that you will all make a real effort to come to our various regional meetings, for we will plan to make each one interesting for you. I have an excellent group of officers and board members and I hope that when you are called upon to serve, you will do so, so that we may all together forge the bonds of friendship in L.A.M.P.A. Feel free to call upon me at all times, as I am always open for suggestions for the benefit of harmony and progress in L.A.M.P.A.

Again I wish to thank you for affording me the privilege of being your President. It is a distinct honor of which I am humbly proud.

Sincerely,

MRS. SAMUEL I. RAICHLEN
President

ALUMNI LUNCHEON, SCHOOL OF PHARMACY, UNIVERSITY OF MARYLAND

All graduates of the School of Pharmacy, University of Maryland are invited to attend the annual reunion luncheon of alumni to be held in conjunction with the American Pharmaceutical Association Convention.

The luncheon will take place at the Shoreham Hotel, Washington, D. C., on Wednesday, August 17th at 12 noon. Tickets may be obtained in advance from the School of Pharmacy, University of Maryland, 636 W. Lombard Street, Baltimore 1, Maryland, or at the A.Ph.A. Registration Desk at the time of the Convention.

Because of the proximity to Maryland, a large attendance is anticipated at the 1960 luncheon.

DATES TO BE REMEMBERED

SEPTEMBER 13-14-15, 1960

8TH ANNUAL

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RESOLUTIONS ADOPTED AT THE 1960 CONVENTION

The following resolutions were adopted by the Maryland Pharmaceutical Association at its 78th Convention held in Atlantic City, June 27 - 30, 1960.

A study of these resolutions will acquaint you more thoroughly with the problems confronting Pharmacy.

These resolutions also indicate that the Association recognizes the importance of these problems, and that it has instructed the Executive Committee to take action in an effort to solve them.

RESOLVED, that the Maryland Pharmaceutical Association, in annual convention assembled, urge its members to study the advantages to the public of having drugs and medicines sold in retail drug stores as a professional service, and thus encourage the public to recognize the health character of such products, thereby making the drug store stand out as the safe, logical and dependable source of drug product of all kinds.

RESOLVED, that it give all possible encourgement to retail pharmacists who seek through counter and window displays and all other practical means, to emphasize the professional character of retail pharmacy and thus indentify the retail pharmacy with its relation to public health.

WHEREAS, as business is more competitive than ever before, which means the time has come when we must be realistic and progressive in our thinking and

WHEREAS, many pharmacists do not give adequate attention to public relations, professional and inter-professional relations,

THEREFORE BE IT RESOLVED, that the incoming administration carry out a very aggressive program to help the independent retail pharmacist to survive by keeping him properly informed of events and proposals which may affect him.

RESOLVED, that the Maryland Pharmaceutical Association, in annual convention assembled, urges pharmacists to take an active part in urging the public to be vaccinated against poliomyelitis, and that the executive committee consider the feasibility of having a suitable poster prepared stressing the necessity of polio vaccinations, such posters to be distributed for display by all the drug stores of the state.

RESOLVED, that it recommend that all manufacturers be required to provide antidotes and toxicity information on the label or in the package of all products potentially dangerous or toxic whether for technical, household, internal or external use.

RESOLVED, that the Maryland Pharmaceutical Association, in annual convention assembled, express its determined opposition to mail order prescription schemes and to all plans for offering prescriptions on a cut rate or discount policy, as all such schemes lend themselves to unsafe practices and are highly detrimental to public health and safety.

RESOLVED, that it make every effort to have enacted state and federal legislation to place a curb on mail order organizations distributing or planning to distribute drugs because of substantial health hazards inherent in mail order prescriptions.

RESOLVED, that manufacturers, wholesalers and retail pharmacies should not sell legend drugs to industrial and utility firms, nursing homes, etc., which are not under the proper supervision of a pharmacist or physician.

RESOLVED, that it condemn dispensing of prescriptions by hospitals to

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patients not being treated by a physician in the hospital, and that the Secretary be instructed to discuss this matter with the proper hospital and medical officials in the state.

RESOLVED, that it go on record with the American Pharmaceutical Association as opposing any outside regulations which would stifle the profession's and industry's incentive to further progress in reserach and development, militate against the welfare of our profession, restrict the free choice of drugs by physicians, regiment against good medical practice and undermine one of our nation's most precious assets—the highest health standards in the world today.

RESOLVED, that while it is opposed to the Forand Bill or any other form of legislation based on a socialistic system of governmental medical care, we do feel that the Federal Government should seriously consider subsidizing a voluntary health insurance plan, including the costs of drugs, in cooperation with insurance companies for the protection of the aged in case of illness.

RESOLVED, that the Maryland Pharmaceutical Association, in annual convention assembled, extend hearty congratulations to the members of the 1960 graduating class of the School of Pharmacy of the University of Maryland, and wish each and everyone a full measure of success and satisfaction as they enter the ranks of the profession.

WHEREAS, "physician owned pharmacies" may cause the public to look upon such partnerships or groups with suspicion and that they have been organized to enhance the financial income of all parties concerned to the detriment of general public interests,

BE IT RESOLVED, that it shall be considered unprofessional and unethical conduct for a pharmacist to associate himself as a pharmacist, as a partner, or as a "pharmacist in charge" of a "physician-owned pharmacy."

RESOLVED, that it give thoughtful consideration to ways and means by which our retail pharmacies may be more sharply identified with pharmaceutical education and thus more expressive of the basic health care obligations inherent in the profession.

RESOLVED, that it encourage retail pharmacists throughout the state to so inform themselves with respect to the five year pharmacy curriculum that they may aid in the recuritment of pharmacy students and thus contribute effectively to assuring adequate pharmacy manpower in the years ahead.

RESOLVED, that all pharmacists, in the conduct of their prescription practices, should study their prescription pricing schedules so as to assure themselves and the public that such prices are in accord with sound professional principles and thus in the best interest of medicine, pharmacy and the public.

RESOLVED, that it appeal to all manufacturers to carefully consider the practice of duplication of products which imposes upon the retail pharmacists an unnecessary burden because of the potential unfair loss incurred by such duplication.

RESOLVED, that the Maryland Pharmaceutical Association, in annual convention assembled, speaking for all pharmacy in the state, express its profound gratification at the successful outcome of the Retailer—Retailer Fair Trade Suit in Maryland, as manifested in the opinion of the Maryland Court of Appeals, as this case goes to the very heart of fundamental fair trade principles.

RESOLVED, that the pharmacists of the state be urged to give full-hearted cooperation and support to those manufacturers who have evidenced a true interest in fair trade by their sustained

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- LEGIBLE ORDER FORMS. Easy-to-read, easy-to-check typewritten forms accompany every delivery.
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and vigorous enforcement of their fair trade contracts, as such manufacturers have earned the active cooperation of every distributor who seeks to make fair trade effective to all concerned.

RESOLVED, that the Maryland Pharmaceutical Association, in annual convention assembled, urge all retail pharmacists to note the names of the manufacturers who institute fair trade court action in the various states as reported in the pharmaceutical press, and that letters of appreciation be sent them as evidence of the sustained interest of pharmacists in the permanence of fair trade legislation.

RESOLVED, that it convey to Dr. John W. Dargavel the esteem and respect of all pharmacists in the state for his wonderful efforts to better the economic standing of retail pharmacy, for his sustained effort in behalf of the fair trade movement and for his vigorous leadership for the economic betterment of the profession through the programs and activities of the National Association of Retail Druggists, and

BE IT FURTHER RESOLVED, that a copy of this resolution be sent to Dr. John W. Dargavel.

RESOLVED, that it express its profound concern over the progressive breakdown of state fair trade laws, and urge that special studies be conducted of various legal principles which might be called to the attention of state legislatures in the hope that they might be useful in reenacting state fair trade laws in those states in which, for one reason or another, these laws have been invalidated by the courts.

RESOLVED, that it urge the National Drug Trade Conference to continue its studies of ways and means of resolving the Restrictive Sales Controversy of pharmaceutical products in a manner fair and equitable to all, and with due regard to the public safety, as this is involved in the distribution of drugs and medicines; and

BE IT FURTHER RESOLVED, that the Association recognize the necessity of a cooperative approach to a solution of this problem, as obviously no solution can be arrived at without the wholehearted and sincere efforts of all parties to the controversy.

RESOLVED, that it express, on behalf of all the pharmacists in the state, congratulations to Dr. William S. Apple, for the vigorous manner in which he is directing the affairs of the American Pharmaceutical Association and that the full cooperation of the Maryland Pharmaceutical Association be pledged to him in his magnificent effort for the advancement of pharmacy and the elevation of the profession in public appreciation and esteem, and

BE IT FURTHER RESOLVED, that a copy of this resolution be sent to Dr. William S. Apple.

WHEREAS, the Pharmaceutical Manufacturers' Association has approved a plan for studying the cost of prescription drugs on the consumer level,

BE IT RESOLVED, that the Maryland Pharmaceutical Association in annual convention assembled, commend the Pharmaceutical Manufacturers' Association for planning to obtain this much needed data, and

BE IT FURTHER RESOLVED, that a copy of the resolution be forwarded to the Executive Secretary of the Pharmaceutical Manufacturers' Association.

RESOLVED, that it extend its hearty elation and sincere good wishes to His Excellency, the Governor, upon his return home after a sojourn in the hospital, and

BE IT FURTHER RESOLVED, that we express the earnest hope that his recovery will be full and complete so that the State of Maryland may continue to enjoy the leadership which he is giving so generously to the conduct

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of public affairs and for the significant work associated with his high office.

WHEREAS, Dr. Robert Lee Swain has been a loyal and devoted member of the Maryland Pharmaceutical Association for more than forty years; and

WHEREAS, Dr. Swain served Maryland pharmacy with distinction as Chief of Drug Control Maryland State Department of Health; Secretary, Maryland Board of Pharmacy; Editor, Maryland Pharmacist; and President, Maryland Pharmaceutical Association; and

WHEREAS, Dr. Swain has brought fame to Maryland through his outstanding leadership in the realm of world Pharmacy; and

WHEREAS, Dr. Swain has reached the pinnacle of pharmaceutical recognition as the Statesman of Pharmacy as Editor-in-Chief of Drug Topics and Drug Trade News; therefore

BE IT RESOLVED, that it elect Dr. Swain a Life Member in recognition of his achievements; and

BE IT FURTHER RESOLVED, that Dr. Swain be presented with an appropriate Life Membership Card at the 78th Annual Banquet of the Maryland Pharmaceutical Association.

RESOLVED, that it deeply feels the absence of Dr. and Mrs. H. A. B. Dunning from this convention being mindful of their attendance at many conventions of the Maryland Pharmaceutical Association, not only for HIS services, advice and counsel, but also for THEIR gracious presence and warm friendliness.

BE IT FURTHER RESOLVED, that a copy of this resolution be forwarded to Dr. and Mrs. H. A. B. Dunning,

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RESOLVED, that it express its profound gratitude to the President and the Board of Regents of the University of Maryland upon the erection of the new Health Sciences Library building in Baltimore and also for the new Baltimore Union building, thus adding greatly to the practical resources of the Baltimore Schools of the University and be it,

FURTHER RESOLVED, that a copy of this resolution be sent to President Elkins as an assurance of the confidence and respect of the pharmacists throughout the state.

RESOLVED, that it express its thanks and deep appreciation to the several members of the program, all of whom are nationally recognized experts in their respective fields, who presented such excellent addresses and messages, and

BE IT FURTHER RESOLVED, that a copy of this resolution be forwarded to the respective members of the program: Messers Russell M. Vollink, George J. Abrams, William M. Mapes, W. M. Monday, Frazier Cheston and Dr. William S. Apple.

RESOLVED, that it express its sincere appreciation and thanks to Harold M. Goldfeder, Chairman, and other members of the Convention Committee, for the wonderful job they have done in planning and contributing to the success of the convention, and in gladly catering to the comfort of the persons attending this convention, and

BE IT FURTHER RESOLVED, that a copy of this resolution be forwarded to Mr. Goldfeder, the chairman of the Convention Committee.

WHEREAS, the T.A.M.P.A. and L.A.M.P.A. have been tireless in their efforts to do an outstanding job, and

WHEREAS, the president and secretary both of T.A.M.P.A. and L.A.M.P.A., with the assistance of their respective officers and members, did everything possible for the comfort and convenience of our members and guests,

THEREFORE, BE IT RESOLVED, that the Maryland Pharmaceutical Association express its profound gratitude to these organizations and their respective officers for their splendid cooperation which contributed so much to the success of the convention.

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RESOLVED, that it express its deepest appreciation and thanks to the various contributors who have generously helped to assure the success of this convention, and

BE IT FURTHER RESOLVED, that an appropriate acknowledgment be forwarded to each of these companies and/or individuals.

RESOLVED, that it extend its sincere appreciation and thanks to Radio Stations WBAL, WBMD, WFBR, WITH, and WCAO in Baltimore, WTBO in Cumberland, WGAY in Silver Spring, and TV Station WBAL in Baltimore for their genuine cooperation and assistance in giving favorable publicity to the pharmacists in Maryland, and,

BE IT FURTHER RESOLVED, that a copy of this resolution be forwarded to the managers of the respective stations as a symbol of appreciation by the Maryland Pharmaceutical Association.

RESOLVED, that it express its apprceiation to the Baltimore Sun, the Baltimore Evening Sun, the Baltimore News-Post and any other newspaper in the state for the publicity given the Association during the convention and also for acquainting the public during the year with Pharmacy's many contributions and services to the public; and,

BE IT FURTHER RESOLVED, that a copy of this resolution be forwarded to the editors of these newspapers.

RESOLVED, that it express its heartfelt thanks to the management of the Shelburne Hotel for the many courtesies extended to our members and guests, and also for the excellent manner in which the management handled the many details which were largely responsible for making the convention a success; and

BE IT FURTHER RESOLVED, that a copy of this resolution be sent to the manager of the Shelburne Hotel.

BE IT RESOLVED, that the length of service on the Maryland Board of Pharmacy by members actively engaged in retail pharmacy be limited to two (2) terms, of five years each, or a total of ten years beginning with the next appointment. This limitation of service shall not apply to the term of appointment or limit the service of the Secretary of the Maryland Board of Pharmacy.

WHEREAS, prescriptions for Class B Narcotics can be filled once only, and

WHEREAS, the majority of physicians insist on specifying a number of refills in violation of the narcotic laws,

BE IT RESOLVED, that it urgently request the Maryland Department of Health to notify by bulletin all prescribers of narcotics their responsibility and duty under the law.

WHEREAS, there is tremendous abuse in the distribution and handling of pharmaceutical samples,

BE IT RESOLVED, that all manufacturers curtail indiscriminate sampling of all specialty pharmaceuticals.

BE IT FURTHER RESOLVED, that a copy of this resolution be sent to the leading manufacturers of drug products.

RESOLVED, that it request all pharmaceutical manufacturers to instruct their representatives to make periodic calls on the retail pharmacists of the State of Maryland as a good will gesture, to discuss new products for detailing and to take care of those goods eligible for return.

BE IT FURTHER RESOLVED, that a copy of this resolution be sent to each member of the Pharmaceutical Manufacturers' Association, and to the secretaries of all State Pharmaceutical Associations.

WHEREAS, there may exist accepted practices in one profession which conflict with accepted practices of another profession, and

WHEREAS, this conflict could lead to serious differences of opinion.

BE IT RESOLVED, that it urge establishment of an Interprofessional Health Council consisting of representatives of the Maryland Pharmaceutical Association, the Maryland Dental Association, the Medical and Chirurgical Faculty of Maryland, the Maryland Nurses Association, and the Maryland Veterinary Association for purposes of attaining compatibility and professional cooperation, and

BE IT FURTHER RESOLVED, that a copy of this resolution be sent to secretaries of the respective associations.

WHEREAS, physicians in private practice are establishing offices in hospitals, and

WHEREAS, physicians not so established are directing patients to hospital pharmacies, and

WHEREAS, hospital pharmacies are operated on a relatively tax-free basis, and

WHEREAS, physicians are directing their patients to such hospital pharmacies implying that prescriptions can be obtained at reduced rates,

BE IT RESOLVED, that a protest against these practices be made to the Governor of the State of Maryland, to the Director of Maryland State Department of Health, and to each hospital administrator in Maryland.

APhA TO REPRESENT PHARMACY AT WHITE HOUSE CONFERENCE ON AGING

The American Pharmaceutical Association, at the invitation of Bertha S. Adkins, Under Secretary of Health, Education and Welfare, will participate in the White House Conference on Aging in Washington, D.C., January 9-12, 1961.

Representing APhA will be Dr. William S. Apple, Secretary. APhA President Howard C. Newton has appointed Dr. Apple to serve as pharmacy's sole delegate on a national level at this important Conference.

A total of 2,800 delegates will attend the Conference—1,740 from the various states and territories to be named by the respective Governors; 660 representing some 250 national organizations including civic, labor, business, professional, religious and fraternal groups; and 400 from the National Advisory Committee and the consultants to the Planning Committees.

Robert H. Grant, Director of HEW's Special Staff on Aging, in an exclusive report published in the July 1960 issue of the **Journal of the American Pharmaceutical Association, Practical Pharmacy Edition,** predicted that "American pharmacy will give a good account of itself as it co-operatively engages with the other professionals in this important study." Of particular interest to pharmacists will be the special program on "Health and Medical Care," one of the 20 broad subject-matter areas that will be covered at the White House Conference on Aging.

SPOTLIGHT
PRODUCT OF
THE MONTH

Lucky Strike Cigarettes

Featured in all BMPA Stores

WITH
Dial 123 *Live* Radio

PRESIDENT'S MESSAGE
BALTIMORE METROPOLITAN PHARMACEUTICAL ASSOCIATION

Dear Fellow Pharmacist:

Much has been said about the frequent unprofessional slips made by pharamacists and physicians in zealous competition.

However, nothing is said of the pharmacists who tries hard to keep his hands clean, toes the line, never casting aspersions, and never berating anyone in his field.

It is to him that I dedicate this rousing cheer which should resound throughout the entire profession.

Just the other day, it was brought to my attention, that a number of prescriptions have been received in various drugstores in East Baltimore bearing the following inscription on the reverse side:

"Patronize your independent neighborhood PHARMACIST!

He will be there to help in time of need

REMEMBER!

Today's Prescription is the biggest Bargain in History"

There **is no** store advertising.

The unsung hero who dug into his own pocket to anonymously promote each and every independent retail pharmacy, represents the type of man we should look up to and try to emulate. It is a gesture like this that promotes us not only to the public, but to the practitioner who represents our bread and butter.

Hats off to the anonymous pharmacist and the cooperative doctor using these blanks.

Imagine what a tremendous public relations achievement could be accomplished if all independent pharmacies would print this inscription on back of prescription blanks with **no** store advertisement!

Sincerely,

GREGORY W. A. LEYKO
President

APhA PUBLISHES NEW DRUG NAME LEXICON

The American Pharmaceutical Association announced today the publication of *Proprietary Names of Official Drugs*, a 48-page, easy-to-use pamphlet to fill the need for an authoritative, handy reference source to identify drugs official in the 1960 revisions of the USP and NF by their proprietary or other trade names.

In making the announcement, APHA Secretary William S. Apple noted that "the astounding total of 373 of the newest, most widely used and proven effective therapeutic agents are included in USP XVI and NF XI. Added to the many other important agents which are being carried forward from the previous editions, this can only mean that the pharmacist, more than ever before, will be consulted as to

WHEN GIVING A TURN OVER ORDER TO ANYONE
YOU MIGHT JUST AS WELL . . .

SAVE YOUR BREATH!

'CAUSE WHEN YOU SAY . . .

"SEND IT THROUGH MUTH"

YOU'RE DOING JUST THAT . . .

YOU SEE NONE OF OUR COMPETITORS HAVE A NAME AS SHORT AS OURS

THAT'S—**"MUTH"**

which drug brand names correspond to which nonproprietary names, and conversely which official names apply to which trade names."

Dr. Apple continued by observing that "as the recognized local authority on drug nomenclature, every pharmacist can expect that physicians, dentists, nurses, and others active in the health field will come more and more to rely upon him to provide factual, up-to-date information on new drugs. In anticipation of this need, the American Pharmaceutical Association has published *Proprietary Names of Official Drugs.* This is the second edition of the pamphlet formerly known as Manual 102.

Every member of the American Pharmaceutical Association will receive by mail a complimentary copy of this new comprehensive drug name lexicon. For others, single copies are available at 25 cents per copy. Quantities of from 10 to 99 are available at 15 cents per copy, and quantity purchases for 100 or more can be obtained at 10 cents per copy, postage prepaid. Orders should be sent to the American Pharmaceutical Association, 2215 Constitution Avenue, N.W., Washington 7, D.C.

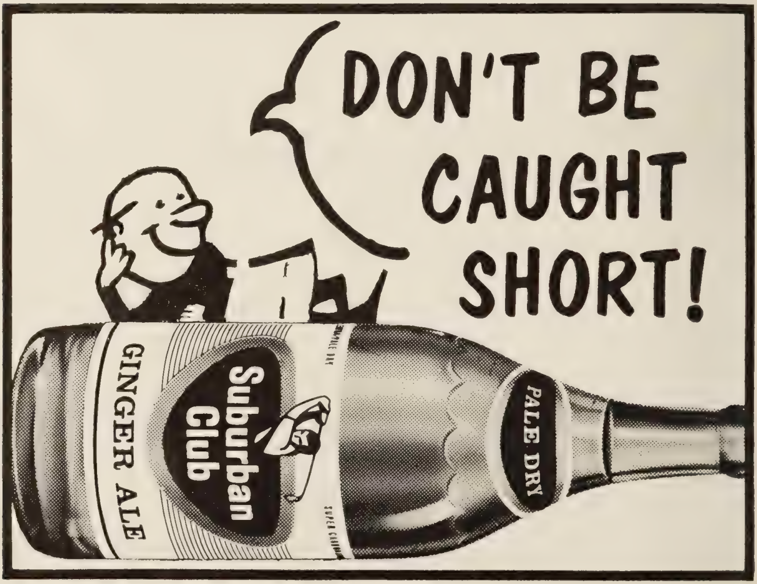
NEW DRUGS AND KEFAUVER

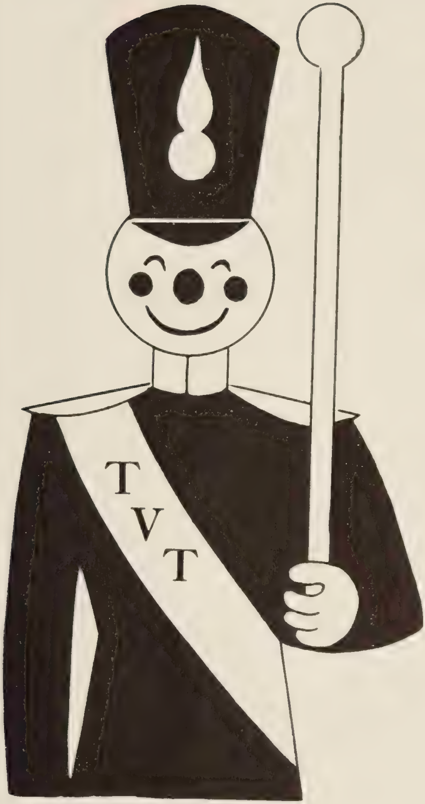
Brand name drugs prescribed most often by American physicians are made by 56 different manufacturers, reports David D. Stiles, Director of Market Development at Abbott Laboratories.

"Far from being monopolistic, as charged in the Kefauver hearings, the drug industry offers unusual opportunities for many firms, large and small, to share in the market," he says.

"Of the 409 most prescribed drugs listed by the Continuous Prescription Survey, 341 were brand name specialties, while 68 were generic name competitive drugs," Stiles reports. "Together they accounted for 78 per cent of the prescription market in 1959."

Stiles points out that the 68 leading





INCREASE YOUR TOY SALES YEAR 'ROUND AT NO EXTRA COST

BE a TV-Time Toy Store

Tie-in with the most successful toy promotion of all time! This sales-proven merchandising program is already doing wonders in hundreds of stores throughout the Baltimore metropolitan area.

You get exciting, eye-catching, point-of-sale pieces . . . your store name on television . . . personal plugs by such stars as Pop Pop, Jack Wells, Royal Parker, Nelson Baker and Buddy Dean!

Plus bonus sales boosters . . . monthly toy give-aways . . . bicycle give-aways . . . fabulous Disneyland trip contest . . . all tied-in with your store.

BOOST PROFITS NOW!

Be a TV-Time store to cash in on extra business.
Becoming a TV-Time store does not cost you one cent extra.

Phone Bob Lewis, TV-Time Supervisor, BR. 6-3695, or EA. 7-1950.

I. L. TOY COMPANY
1023 EAST BALTIMORE ST.

generic name drugs represented about 75,000,000 prescriptions. These were filled with the products of perhaps several hundred manufacturers. "Contrary to impressions given in the Kefauver hearings, this reveals that pharmacists can fill many prescriptions, if they wish, with generic name products," the Abbott executive emphasizes.

Stiles points out that 1,300 firms share in the manufacturing and distribution of drugs in America and that of the 140 members of the Pharmaceutical Manufacturers Association, 60 per cent have a sales volume of less than $5,000,000 annually.

The Survey shows that the number of products prescribed with the greatest frequency (five or more times per 10,000 prescriptions) has stayed at about 400 for some years. This happens regardless of the hundreds of new products introduced annually. In 1959, 66 products from 32 manufacturers dropped out of the top 400, while 67 products, coincidentally also from 32 manufacturers, climbed to the 400 listing.

CHEER THE PATIENT TO BUILD YOUR SALES

Looking for a low cost advertising goodwill builder for inclusion with the delivery of prescriptions and sick-room supplies to amuse and cheer up both children and adult patients? LION MATCH COMPANY, INC., of Long Island City, New York has recently introduced a line of Matchless Match Book Games which include such standards as Checkers, Tic-Tac-Toe and Dominoes, besides a number of really brain-teasing puzzles. They resemble the conventional book match in size and appearance, and several of the games are available in the 3¼" x 4" Giant Book Match style. In place of match sticks on the inside, they have sheets of printed cardboard die-cut with the components of the various games

SCHRAFFT'S®
CHOCOLATES

Feature the candy that creates quick turnover and repeat business. Profit by the ever-growing demand for Schrafft's—recognized by candy-lovers everywhere as supreme in quality and flavor.

It pays to promote Schrafft's Chocolates!

Distributed By

ALLEN, SON & CO., INC.
Phone CEnter 3-1300
25 South Warwick Avenue
Baltimore 23, Md.

Schrafft's
Miniature Chocolates

NO ONE

Ever Outgrows the Need for

MILK

GET THE BEST . . . . GET . . . .

Sealtest
TRADE MARK
DAIRY PRODUCTS

MU lberry 5-3800

and puzzles. One style has 16 pages of pencil games and puzzles and comes with a small pencil inserted in the cover. This style is also made as a memorandum book with blank paper inserts. Stock Design covers with space for the advertising imprint are available, or the Company will create Special Designs if desired. For information call or write: LION MATCH COMPANY, INC., 11-49 44 Road, Long Island City 1, N.Y.

IMPORTANT NOTICE

Mr. Carroll F. Price
Market Cut Rate Pharmacy
2921 O'Donnell Street
Baltimore 24, Maryland

In January 1959, Mr. Edward S. Muth, Jr., of Muth Brothers and Company, 23-25 South Charles Street, Baltimore, visited the office of the Division of Drug Control to relate that a pharmacist was returning stock bottles of prescription drugs whose contents had been removed and replaced with other type drugs.

Inspection of the returned drugs by this office revealed that the drugs had been tampered with and that substitution had occurred with many drugs. At this point, the Attorney General's office was appraised of the situation.

A conference was held in the State Attorney's office with representatives of that office, the Attorney General's office, Muth Brothers and Company, the Federal Food and Drug Administration, and the State Department of Health.

F. S. Balassone appeared before the Grand Jury to reveal the findings of the investigation. Attorneys for Mr. Carroll F. Price, t/a Market Cut Rate Pharmacy, 2921 O'Donnell Street, Baltimore, entered a plea of nolo contendere.

In as much as Mr. Price had removed the drugs from their containers and had replaced in the bottles drugs of different pharmacologic or therapeutic activity, the State Department of Health and the Maryland State Board of Pharmacy would not consent to accepting such a plea unless Mr. Price would surrender his personal license and the pharmacy permit.

The trial was set for June 15, 1960, before Judge J. Gilbert Pendergast. After hearing witnesses of the State and Federal Government, the Judge ordered Mr. Price's personal license to practice pharmacy and his permit to operate a pharmacy in this State revoked forever, and also imposed a three year jail sentence, which was suspended, and a fine of $300.00.

Opening a New Store?
Buying a New Home?
TRY US FIRST
For the Strongest Insurance
at the LOWEST cost.

THE DRUGGISTS' OWN
Service Security Savings
THE AMERICAN DRUGGISTS' INSURANCE CO.
American Building
CINCINNATI, OHIO
INSURANCE CO.

CONSULT OUR AGENTS
Mayer-Steinberg Agency
Maryland State Agents
1800 NORTH CHARLES STREET
Baltimore 1, Maryland
Phone—PLaza 2-2508—Office
MOhawk 4-3106—Home

FALL REGIONAL MEETING
MARYLAND PHARMACEUTICAL ASSOCIATION

PETER PAN INN
Urbana, Maryland
Thursday, October 20, 1960

CONTRIBUTORS TO THE 1960 CONVENTION

The firms and others listed below have contributed cash and merchandise to the 78th Annual Convention of the Maryland Pharmaceutical Association held at the Shelburne Hotel, Atlantic City, New Jersey, June 27 - 30, 1960. The cash contributions were used to provide the entertainment features of the Convention, and the merchandise was distributed as prizes at the meetings and various functions of the Convention. Both played an important role in the outstanding success of the Convention. It is with grateful appreciation the Association acknowledges their generous contributions.

FINANCIAL SPONSORS

Abbott Laboratories
American Express Company
American Health Insurance Corp.
American Hygienic Company
Austin Biscuit Corporation
Borden's Ice Cream Company
Bistol-Myers Products Division
Calvert Drug Company, Inc.
Ciba Pharmaceutical Products Inc.
The Coca-Cola Company
Crown Photo Supply
F. A. Davis & Sons, Inc.
Delvale Dairies, Inc.
The Emerson Drug Company
Geigy Chemical Corporation
Henry B. Gilpin Company
Arthur F. Gnau & Sons
Hendler Creamery Company
Hynson, Westcott & Dunning
Johnson & Johnson
Lance, Inc.
Lederle Laboratories
Lever Brothers Company
Eli Lilly and Company
Loewy Drug Company
The Lord Baltimore Candy & Tobacco Company
Mallinckrodt Chemical Works
Mead Johnson & Company
Meadowgold Ice Cream Company
Merck Sharp & Dohme
Miles Laboratories
Miller Drug Sundry Company
The Murine Company, Inc.
Muth Brothers & Company
The National Pharmaceutical Mfg. Co.
The Norwich Pharmacal Company
Noxzema Chemical Company
Ortho Pharmaceutical Corporation
Parke, Davis & Company
Personal Products Corporation
Pictorial Paper Package Corp.
The P. K. Chemical Company, Inc.
Wm. P. Poythress & Company
Richardson Corporation
Roche Laboratories
E. A. Rossmann
Sealtest Southern Dairies
Smith, Kline & French Laboratories
E. R. Squibb & Sons
The Upjohn Company
The Washington Wholesale Drug Exchange
Wyeth Laboratories
Youngs Rubber Corporation

PRIZE DONORS

Alcon Laboratories, Inc.
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American Ferment Co., Inc.
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Charles Antell
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Austin Biscuit Corporation
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Beech-Nut Life Savers, Inc.
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John H. Breck, Inc.
George A. Breon & Company
Brockway Glass Company
Calvert Drug Company
Candy Cupboard Chocolates
The Carter's Ink Company
Chanel, Inc.
Clark-Cleveland, Inc.
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Coca-Cola Company

Colgate-Palmolive Company
Commerce Drug Company, Inc.
Coty
F. A. Davis & Sons
Wm. Deiches & Company, Inc.
Desitin Chemical Company
E. C. DeWitt & Company, Inc.
Dome Chemicals, Inc.
Ex-Lax, Inc.
Father John's Medicine Co., Inc.
C. B. Fleet Company, Inc.
Gillette Safety Razor Company
Henry B. Gilpin Company
Gilt Edge Photo Service Inc.
Glenbrook Laboratories
The Glessner Company
The J. H. Guild Company, Inc.
Hankscraft Company
Hart Drug Corporation
Hendler Creamery Company
The House For Men, Inc.
H. B. Hunter Company
Robert A. Johnston Company
The Jones Metal Products Company
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The Kelling Nut Company
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Kurlash Company, Inc.
Lakeside Laboratories, Inc.
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Loewy Drug Company
Daniel Loughran Company, Inc.
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Mack Publishing Company
Magnus,, Mabee & Reynard, Inc.
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Muth Brothers & Company
Noxzema Chemical Company
Organon, Inc.
Owens-Illinois Glass Company
Paper Mate Company, Inc.
Paramount Photo Service & Supply Co.
Parke Davis & Company
Pharma-Craft Company
PharmIndex
Lydia E. Pinkham Medicine Company
Pro-Phy-Lac-Tic Brush Company
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A. H. Robins Company, Inc.
Sayman Products Company
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W. T. Schrafft & Sons Corp.
Service Photo Supply Company, Inc.
The Shelby Salesbook Company
Sylvania Electric Products Inc.
Taft, Warren and Taft, Inc.
The Toni Company
Warner-Chilcott Laboratories
The Warren-Teed Products Company
Weco Products Company
Westclox Division
White Laboratories, Inc.
Stephen F. Whitman & Son, Inc.
Wildroot Company, Inc.
Winthrop Laboratories
Wrisley
Yardley of London, Inc.
Youngs Rubber Corporation

WANTED

Alert drug, gift and service suppliers to sell merchandise and services to the drug stores of Maryland. Apply at once: Baltimore Metropolitan Pharmaceutical Association 8th Annual Drug and Gift Show, 650 W. Lombard Street, Baltimore 1, Maryland. Limited number of booths still available for Super Exhibit—Emerson Hotel—September 13-14-15, 1960.

ABRAMS SEES RETURN OF "SPECIALTY" STORE

The return of the specialty store was predicted by George J. Abrams, President of the Hudnut-DuBarry Division of Warner-Lambert Pharmaceutical Company, speaking before the annual convention of the Maryland Pharmaceutical Association.

"Today's general store—or supermarket—may last through the Sixties," Mr. Abrams said, "but I make the prediction that the Seventies will see the return of the specialist—the retail outlet clearly stamped as a drug store or a food store or a liquor store.

"These will be well thought out, beautifully designed stores, with a character of their own. I think the public will respond to this idea because, somehow, the public has more confidence in the specialist—the expert in a chosen field."

Mr. Abrams also foresaw a change in the kind of products these stores will sell, citing in particular a current trend in cosmetics.

"Emerging from the laboratories and filtering into your stores is a new type of cosmetics which I call "charmaceuticals"—cosmetics which treat the skin as they give it the desired softness, radiance, or loveliness women desire. The great houses of France today are marketing many products still unheard of in the United States. From the research laboratories of Paris have come the serums, the hormones, the placentine, the polyunsaturates, the marine algae preparations we are gradually getting to know.

"From these laboratories, we are seeing the skillful blending of the art of the cosmetic scientist with that of the pharmacologist. Cosmetics that do much more than enhance the appearance or make the woman more attractive."

McDOWELL, PYLE & CO., INC.
(Est. 1892)
Exclusive Distributor of

P&S
PAGE & SHAW
NEW YORK
LONDON BOSTON PARIS
MONTREAL

"THE CANDY OF EXCELLENCE"
NATIONALLY ADVERTISED

LExington 9-4987, 9-4988, 9-4989

221-23 W. PRATT ST. **BALTIMORE 1, MD.**

Mr. Abrams said these new items—such as the "charmaceuticals"—have a particular significance to the retailer.

"In the first place," he said, "they are product improvements. The customer who buys and uses these products will be a more satisfied customer and properly grateful to you for dispensing it.

"Secondly, they are more expensive than the general fun of cosmetics—which means that unit sales, and profits, are being traded up instead of down.

"Third, these products require a certain amount of explanation. They can be pre-sold by advertising up to a point, then you or your cosmetician must take over, explaining the directions for proper use. It is pharmacy in a new form.

"Fourth, these products do not lend themselves to the food outlet. They are too high priced, they are not 'impulse' purchases, and they plead for instruction. This gives you and the department stores a virtual exclusive on their sale."

GOVERNOR'S CONFERENCE ON AGING TO BE HELD IN SEPTEMBER

After a year of organizational work and four regional conferences on the Problems of the Aging, a State-wide Governor's Conference is scheduled for September 7 and 8 at the University of Maryland, College Park, Md. The purpose of the Conference, with its 30 workshops, is to provide recommendadations for the White House Conference on Aging in January, 1961. This was announced by Monsignor Leo J. Coady, chairman of Conference Planning for the Commission on Aging.

More than a thousand people are expected to attend the two-day Conference, including representatives from Maryland clubs, organizations and civic groups, interested members of the public and the aging people themselves.

"Registration blanks are currently available. There will be no registration fee for any who wish to come."

Among the subjects to be considered in the Conference workshops will be health and medical care, housing, compulsory retirement, responsibilities o children to aging parents and other related topics.

For reservations or further information on the Conference, write or call the Maryland State Commission on the Aging, 408 State Office Building, Baltimore 1, Maryland.

PR MATERIAL

The Pharmaceutical Manufacturers Association began distributing this month a 36-page booklet about prescription drugs and the industry which provides them. Its title is "The Better Life."

The booklet contains 16 full-page, two-color charts illustrating research and health achievements, and financial and pricing data about prescription drugs.

PMA, a trade association of 140 makers of prescription drugs, said "The Better Life" will be distributed widely to individuals in the health care professions, to libraries and through its member firms. Additional single copies are available on request.

Among its broad contents of statistics and facts, the booklet discloses that:

The drug bill for Americans is one-fifth of what is spent for recreation;

The pharmaceutical industry has spent a billion dollars in research since 1947;

Odds against developing a successful medicine in laboratory research are 2,865 to one;

44 percent of industry profits are

plowed back into growth and production of better drugs;

Despite plummeting death rates and other measures of rapid improvement of drug therapy, per capita drug expenditures take no bigger bite of the health dollar than 30 years ago.

PRACTICING COMMUNITY PHARMACIST WILL BE "KING" AT APhA CONVENTION

With a unique variety of interesting and practical presentations competing for his attention this year, the retail pharmacist attending the 107th annual meeting of the American Pharmaceutical Association in Washington, D.C., during the week of August 14 will face a real problem—budgeting his time in order not to miss anything. Of necessity, a newcomer to the fine art of attending conventions should spend a considerable amount of time in preliminary planning.

To illustrate the areas of general interest to the practicing pharmacist, the following schedule has been outlined:

Monday—a.m.—The APhA general session with the scheduled address of President Howard C. Newton, a progress report of the year's activities.

Monday—p.m.—The second session of the National Association of Boards of Pharmacy will feature discussions on mail-order prescription schemes.

Tuesday—a.m.—A joint meeting of the American College of Apothecaries and the American Society of Hospital Pharmacists comparing trends in retail and hospital practice.

Tuesday—p.m.—The meetings of the Section on Pharmaceutical Economics (for such presentations as the fee concept as a rational method of prescription pricing), or the Section on Education and Legislation (for topics as the pharmacist as health consultant to the community).

Wednesday—a.m.—A closed circuit television hour of the National Institutes of Health and an address by the President of the American Medical Association during the APhA general session.

Wednesday — p.m. — The Industrial Pharmacy Section offers a symposium on suspensions.

Thursday—a.m.—A general session of the ACA with facts on the operation of prescription pharmacies.

Thursday—p.m.—The joint session of all APhA sections with comprehensive information on health insurance plans and the price index of drugs, and labeling an adverse drug reactions program of the Food and Drug Administration.

Friday—a.m.—The APhA House of Delegates and an address by President-Elect Ronald V. Robertson, a retail pharmacist from Spokane, Washington.

Friday—p.m.—A forum discussion of generic name prescribing and dispensing followed by the banquet with entertainment and the installation of the new officers.

The experienced convention-goer will balance a schedule of this sort with attendance at programs of individual interest. The possibilities are unlimited. The APhA convention program offers an outstanding opportunity for the practicing pharmacist who recognizes the need to be well-informed of the constantly changing methods and principles of his advancing profession.

Private Industry shelled out $15.4 billion last year for pension, welfare and unemployment benefits. This amounted to almost seven per cent of total employee compensation and represents a 208% increase since 1949.

Elsie is a business woman. Her sole purpose is to send plenty of customers into the stores that sell Borden's Ice Cream. And she's mighty successful at it.

Borden's
ICE CREAM
ORleans 5-0171

For restoring and stabilizing the intestinal flora

LACTINEX®

Mixed culture of Lactobacillus acidophilus and bulgaricus with metabolic enzymes naturally produced.

TABLETS & GRANULES

For gastrointestinal disturbances, diarrhea (antibiotic induced and others),[1, 2, 3] fever blisters and canker sores of herpetic origin.[4]

Usual dosage for adults and children: Four tablets or one packet of granules chewed and swallowed four times a day.

Supplied: Tablets in bottles of fifty—Granules in boxes of twelve one gram packets.

(1) Siver, Robert H.: Current Medical Digest, Vol. XXI, No. 9, September 1954. (2) McGivney, John: Texas State Journal of Medicine, Vol. 51, No. 1, January 1955. (3) Frykman, Howard M.: Minnesota Medicine, Vol. 38, No. 1, January 1955. (4) Weekes, D. J.: N. Y. State Journal of Medicine, Vol. 58, No. 16, August 1958.

HYNSON, WESTCOTT & DUNNING, INC.
Baltimore, Md.

HENDLERS GOOD OLD-FASHIONED ICE CREAM. HENDLERS
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HENDLERS GOOD OLD-FASHIONED ICE CREAM. HENDLERS

Prestige Product

There are no two ways about quality — no detours, no short cuts.

Hendlers know only ONE way to make ice cream — the QUALITY way.

That's why Hendlers has been first name in ice cream for over a half-century.

GOOD HENDLERS GOOD OLD-
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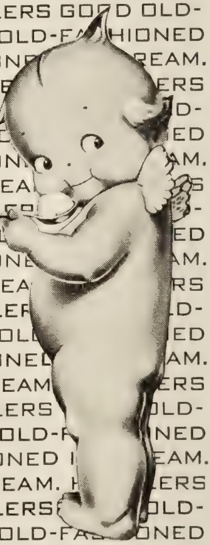
Hendlers
The Velvet Kind
ICE CREAM



THE MARYLAND PHARMACIST

PRACTICAL • PROGRESSIVE • PROFESSIONAL

VOLUME XXXV AUGUST, 1960 No. 11

Announcing

8th ANNUAL DRUG AND GIFT SHOW

Baltimore Metropolitan Pharmaceutical Association

EMERSON HOTEL, BALTIMORE, MARYLAND

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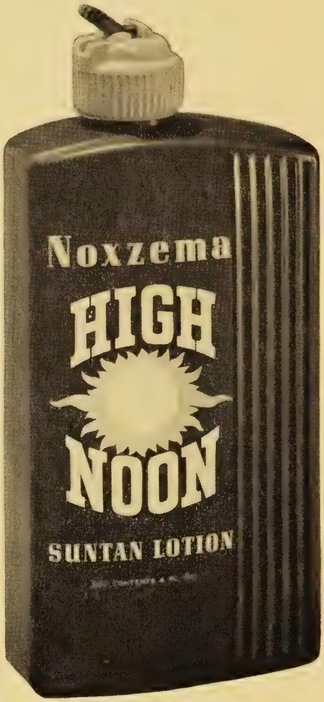
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The Maryland Pharmacist

MARYLAND PHARMACEUTICAL ASSOCIATION

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. . . Editorial . . .

A LESSON IN ECONOMICS

For years, every issue of the Maryland Pharmacist has carried news regarding Fair Trade. These have included price changes, policy declarations, results of law suits involving price-cutting violations, and legislation.

It has been our policy to keep you well inforced regarding the vicissitudes of the market place, particularly as it relates to Fair Trade.

Our columns have admonished those who have violated and taken Fair Trade lightly. We have continued to warn and forewarn against the pitfalls of ruthless price-cutting and chiselling. We have shown time after time that discounts, coupons, stamps, premiums, and gimmicks by any other name, are not sound business methods and gnaw at the very foundation of a fair profit structure.

To emphasize these contentions further, we are quoting an article appearing in the Washington Post of August 7 concerning Peoples Drug Stores: "Peoples Drug Stores, Inc., reported a 58 per cent drop in profits during the first six months of 1960 despite a 10 per cent rise in sales. The company realized a lower margin of gross profit for the period because of the increased volume of marginal merchandise sold in a highly competitive market, 'President and Chairman George B. Burrus wrote stockholders. 'The sales increase for the first six months of this year was not sufficient to offset the lower gross profit rate and the increased cost of doing business!" '

Mr. Burrus' statement is significant. It proves without a scintilla of doubt that you can not lose money and make money at the same time.

It just happens that Peoples operate a good many of their stores in an area where the price structure of practically all branded and advertised drug store merchandise has been greatly demoralized. Prices are being slashed below cost in many instances. How long can this go on? Only time will tell.

In spite of such devastating competition, some in the area have chosen to sacrifice volume for profit. Which proves all consumers are not interested in the cheapest price. That is why expensive shops in other categories of supply and services exist and prosper.

Heed well this economic lesson. To stay in business you must make a profit on everything you sell. Even one loss-leader can point to the road of economic ruin. Price-cutting is an unnecessary business luxury.

Off-brand, private label and substitute merchandise do not enjoy the volume of sale that the trademarked highly advertised products do. Accordingly, turnover is poor resulting in a glutted inventory and a diminished profit. There is no substiute for economic facts. So why defy this sound axiom of good business?

This is all the more reason Fair Trade and sound profitable pricing methods should be maintained generally. Peoples example proves that Fair Trade is essential to all—the giants as well as the small. It is not a "crutch" for the inefficient as has been so often claimed by the foes of Fair Trade.

The story told here should re-emphasize the importance of Fair Trade to all—manufacturer as well as retailer. It protects the consumer against questionable come-on business practices. Every retailer in our land should rededicate themselves to the cause of good pricing methods. Tell every manufacturer maintaining Fair Trade you appreciate their policy and show it by featuring their products.

YOUR BUSINESS IS YOUR REPUTATION IS YOUR NAME

The success of your pharmacy—or any business—ultimately rests on reliability. This is what makes your reputation . . . gives meaning to your name . . . keeps bringing customers back to the pharmacy that serves them best. Without this identity, you would have no business. Surely, it is exactly the same for the vital ethical products you dispense. The "brand name" must be there to reflect the reputation of the manufacturer. A good brand name builds confidence and reliance on his products. This is the incentive to use the best of raw materials, compound with greater care, test most exhaustively and surpass the usual standards of purity, safety and potency. It also provides the reason to spend millions of dollars and many years in developing new and better products.

The "brand name" is as important to you, your customers and physicians as it is to the manufacturer. It is his reputation and future. It is your quality guarantee and protection.

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PRESIDENT'S MESSAGE

Dear Fellow Pharmacists:

One of my first duties as your newly elected president was to appoint standing and special committees for the coming year. This has been done through the approval of the Executive Committee at its meeting on August 4th.

The chairmen and co-chairmen were immediately advised of their appointment; by the time you read this message, all committee members shall have been informed of their appointments. All requests for special committee consideration were honored.

If you have been appointed to serve on a committee, I sincerely urge you to attend meetings and actively participate in the functions of the Association, because the accomplishments of this Association depend greatly upon the results of smooth functioning committees. Remember—YOU are the integral part of the committee. If you are not on a committee, the chairmen of the various committees will welcome your comments and suggestions.

A new activity is the Maryland Pharmaceutical Association Speakers Bureau. Victor H. Morgenroth, Jr. is chairman of this important public relations service.

If you would like to speak, or arrange for a speaker to appear before a group in your area such as religious, civic, parent-teachers, or similar organizations, please contact Chairman Morgenroth or Secretary Cohen. Arrangements will be made to fulfill the engagement. Our office has material available covering every subject in pharmacy of interest to the lay public as well as professional groups. The only way to combat unfair criticism directed toward pharmacy these days is to appear before various groups throughout the state and present true facts about the profession. It is your individual responsibility to see that this program is effectively carried out. During this election year, let's elect the practice of pharmacy to the public esteem it deserves. MAKE PHARMACY THE WINNER BY THE GREATEST MAJORITY.

I would like to encourage all of you to become Active Members of the Maryland Pharmaceutical Association. If you are a member, then make it your personal responsibility to see that the pharmacists in your area also join. We need you and we need him to be fully recognized as a professional society and to achieve our objectives. This applies to pharmacist employees as well as pharmacy owners. We need all of you.

In closing, I would like to acknowledge receipt of the many congratulatory messages I received upon my election as president. Please accept this means of thanking each and every one of you for your expression of good wishes.

Pharmaceutically yours,

HAROLD M. GOLDFEDER
President

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. CONTRIBUTIONS .

THE ACID MANTLE OF THE SKIN

by B. F. Allen*

The significance of the acid mantle factor of the skin is achieving greater importance in the field of topical application both in the dermatological specialty and the cosmetic industry.

The acidity or alkalinity of the skin, under a wide variety of conditions, is implied in the term "cutaneous reaction." Normally, the epidermis is slightly acid, and is measured in terms of hydrogen ion concentration of the fine film covering the skin surface.

All skin has a protective mantle which beauty scientists refer to as the acid mantle and is composed of protective forces developed by the skin against external forces.

Keratin[a] has been assigned an important place in the origin and maintenance of the acid nature of the skin. It has also been established as the most important defense mechanism of the skin.

Perspiration (and its concurrent acids) is a factor in producing the acid nature of the skin. It has been noted that bacteria seemed to thrive in skin areas which were not acid. Also, these skin areas had skin disorders which differed from those encountered on normally acid skin regions.

A great deal of importance has been placed on the reaction of amphoteric amino acids and protein degradation products as well as carbon dioxide (as bicarbonate), insofar, as the acid reaction of the protective skin layer is concerned.

Gradually the idea of a static acid pH of the skin has given way to the conception of an acid mantle which derives its value by being a protective sebum layer on the acid side. Both acid mantle and skin itself are truly buffered since they do not only neutralize alkali but also acids. However, the alkali neutralization capacity is higher by virtue of the acid nature of both acid mantle and the skin.

Actually, as early as 1892, the acidity of the human skin has been extensively studied in Europe and it is only quite recently that American dermatologists have given this subject their attention.

Based on the observations of the European dermatologists, it is only natural that cosmetics in that part of the world should be formulated on the acid or neutral side. In contrast, American creams[b] and lotions were in many instances distinctly alkaline in reaction.

The defense mechanism of human skin can be graphically depicted as consisting of three regions; the acid mantle, the epidermis, and the region where the body fluids circulate. Any damage to the acid mantle, which represents the body's first line of defense, is not serious and is usually repaired within one hour. Damage to the epidermis is more serious and may take several days to repair. Damage to tissue underneath the epidermis is a regular wound and correspondingly slower in healing.

The acid mantle as well as the epidermis protect the body against external agencies. The former is often removed during washing, by abrasion, or by the mere every day activities of a person. The recuperating power of normal skin is really quite strong, and the speed with which the body rebuilds the protective acid mantle is dependent on the factors which caused its removal.

---

*Associate Professor of Pharmacy, University of Maryland.

[a] protein present in the outermost layer of the epidermis

[b] typical example is Rose Water Ointment, U.S.P.

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When a face is washed with soap, alkaline conditions are created on the skin. A soap wash does a number of things: it removes the dirt and oil, it removes a part of the skin fat, it neutralizes the acids in the acid mantle, it uses up some of the buffer capacity of the acid mantle as well as that of the skin itself if there is a prolonged contact between soap and skin, and it may also cause swelling of the skin on prolonged contact.

Most of these reactions are completely reversed by sufficient rinsing. As a matter of fact, the importance of thorough rinsing cannot be over-emphasized for finishing up any washing operation. The importance of good rinsing was realized when investigators checked the pH values near the ears. Quite often these regions showed alkaline reaction because the testers did not rinse these regions sufficiently for fear that their hair would get wet.

Since the normal pH of the skin is slightly acidic there has been a great deal of conjecture as to the possible benefits that may be derived from preparations of the same pH. There are still arguments pro and con with respect to this idea, but there have appeared preparations on the market with an acidic pH.

The first generalized acid creams could be regarded as the anti-perspirant creams whose function was due to the use of aluminum salts and the lemon creams which are acidified with mild acids such as citric acid or whole lemon juice.

Shampoos, theoretically should be more effective at an acid pH, since under these circumstances any adherent calcium soaps from previous washings should also be removed. By so doing the luster of the hair would be greatly enhanced.

Also of interest are the available hand lotion types of preparation, in which the pH is acidic. These lotions are pointed towards the large hand lotion market and the baby lotion market as well. A film which is slightly acidic seems to be particularly well suited for a baby lotion. Since the primary irritant which the baby encounters is ammonia formed from the degradation of urine, the acidic film would neutralize to a great extent the excessive irritating alkalinity so introduced.

It has been reported that mechanical injury to the skin increases pH concentration because the deeper layers are more alkaline than the horny (outermost) layers, permitting diffusion. These phenomena may also exist in housewives' eczema.

Several investigators have reported deviations of the pH in pathologic skin. As an example, in certain eczematous conditions of the skin, the acidity of the cutaneous surface decreases. Increased acidity has been found in atrophic processes, desquamative disorders, and pyogenic dermatoses. Also, it takes longer for eczematous skin to establish an equilibrium and to recover from alkali, so that such skin remains under the influence of alkali longer.

Many preparations are buffered for stability as well as for the purpose of attempting to maintain a definite hydrogen ion concentration on the skin's surface. Investigation has shown that it is not advisable to buffer too strongly since all that seems necessary is to give help to the skin to return to its normal pH. Therefore, for preparations which remain on the skin for long periods, it appears desirable that they should be so formulated as to best maintain normal physiological conditions of the skin surface.

It has been recently stated that the acid mantle theory should be scrutinized before too ready acceptance. Although, it is an attractive theory, a report has indicated that the intact horny layer of the epidermis is enormously resistant to very wide pH changes, from 2.0 to 12.5 for 48 hours or more.

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Also, the problem of alkaline pharmaceuticals and cosmetics has been somewhat reduced during the past few years. Emulsion technology has advanced at a rapid rate because of the introduction to the market of a larger number of synthetic chemicals with surface active properties. Prior to their introduction almost all emulsions were dependent on soaps as emulsifying agents.

The following preparations are available with a pH compatible with normal skin acidity, thus increasing the therapeutic efficacy of the product:

Acid Mantle Creme[c] (pH 4.2)
Aci-Derma (pH 2-3)
Acne Cort-Dome
Aveeno-Bar (pH 5.7)
Carbo-Dome Creme And Lotion
Cor-Tar-Quin Creme and Lotion (pH 5)
Cort-Dome Creme and Lotion (pH 4.6)
Dermabase
Es-A-Cort Creme (pH 4.6)
Hist-A-Cort-E Creme (pH 4.7)
LD_4 Creme
Neo-Cort-Dome Creme and Lotion (pH 4.6)
Neo-Mantle Creme and Lotion
pHisoderm (pH 5-6)
pHisohex (pH 5-6)
Quinadome Creme (pH 4.8)
Taloin
Tersaseptic (pH 6.8)
Texacort Cream (pH 4.6)
Vi-Cuta Skin Cream (pH 4.5)

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[c] clinicians have shown that ½% hydrocortisone in the acid mantle vehicle is equivalent to 1 to 1½% hydrocortisone concentrations of competitive products.

Editors Note:

We have been receiving favorable comment on Dr. Allen's articles. Requests for reprints have been received from all over the country as well as the Netherlands.

NOTES ON THE HISTORY OF PHARMACY IN MARYLAND

By B. Olive Cole

Following the establishment of the Maryland College of Pharmacy in 1841 and the re-organization of the College in 1856, the position of the pharmacists in 1860 has at least an academic comparison to the position of pharmacists in Maryland in 1960.

These comparisons include pharmaceutical education—the early struggle for the establishment of a reputable teaching college, the building of a suitable curriculum for the education of students, the selection of efficient teachers, and also as one of the foremost problems—a building to house the college. There was also the question of suitable laws to register persons and control the young profession of pharmacy in Maryland, including, as at the present time, the question of pricing of prescriptions, drugs, etc. History records statements of competition, including price-cutting between pharmacists during the early days of Maryland Pharmacy. One principal difference between the two eras with regard to the price of drugs is that the pharmacists of Maryland now have a Fair Trade Law which greatly assists in stabilizing prices. A Code of Ethics for the conduct of pharmacists was also a consideration of the Maryland College of Pharmacy.

The following were presidents of the Maryland College of Pharmacy from the time of its organization until it became the Department of Pharmacy of the then University of Maryland in 1904:

Thomas C. Mackenzie from July 20, 1840 to July 20, 1842.
Benjamin Rush Roberts from July 20, 1842 to September 24, 1844
George W. Andrews from September 24, 1844 to July 13, 1871
J. Brown Baxley from July 13, 1871 to January 11, 1872

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J. Faris Moore from January 11, 1872 to July 10, 1873
John F. Hancock from July 10, 1873 to July 8, 1875
Joseph Roberts from July 8, 1875 to January 31, 1888
Edwin Eareckson from February 16, 1888 to July 17, 1890
William Silver Thompson from July 17, 1890 to January 15, 1891
Louis Dohme from January 15, 1891 to July 8, 1897
Charles E. Dohme from July 8, 1897 to July 31, 1906.

As a Department of the University of Maryland the old Maryland College came under the supervision of the Board of Regents and the University Council, with much authority retained in the Faculty of the Department of Pharmacy.

A short resume of the life and works of some of the early practicing pharmacists may be of interest.

J. Brown Baxley was born in Baltimore on August 17, 1814, the son of a soldier at Fort McHenry who was active in defending the City of Baltimore against the bombardment of the British, September 13-14, 1814. He received his early education at St. Mary's Seminary. At the age of seventeen he attended two courses of lectures at the Philadelphia College of Pharmacy. He conducted a store for ten years in Mobile, Alabama. In 1840 he returned to Baltimore and for many years conducted a store at Howard and Franklin Streets, removing to Madison and McMechen Streets in 1877, where he established his business under the firm name of J. Brown Baxley and Son.

Mr. Baxley was treasurer of the Maryland College of Pharmacy for twenty-one years, having been elected to that office following the re-organization of the College in 1856. He was a leading spirit in pharmaceutical education in 1868, giving the subject his untiring efforts until success was achieved in 1870 by the General Assembly of Maryland enacting a pharmacy law to be locally applied to the City of Baltimore, he being the first appointed commissioner.

He took great interest in the Baltimore General Dispensary where he was employed as an apothecary as a young man. He was its president for twenty-eight years, holding that position at the time of his death. Mr. Baxley joined the American Pharmaceutical Association at the meeting held in Baltimore in 1856. He was a life member of the Association and its treasurer in the years 1863 to 1865.

He was critical of business trends and methods, aggressive in action and conversation, strongly defending his opinions and preferences, standing for fair play and honorable methods in trade. He yielded to no one in pharmaceutical ability and technique, and freely discussed his own improvements in various preparations, some being published and commended. When he accepted a duty, he bestowed upon it all the powers of his mind and body.

Dr. J. Faris Moore was born at Port Penn, New Castle County, Pennsylvania, on February 20, 1826. His boyhood days were spent in Elkton, Maryland at an academy where he received his education. In 1842 he entered the pharmaceutical establishment of George W. Andrews in Baltimore, remaining for six years, and in 1847 he graduated from the Maryland College of Pharmacy. He conducted a drug business in Wilmington, Delaware, in the meantime studying medicine and graduating from the Jefferson Medical College in Philadelphia. He returned to Baltimore and established, first with a partner, then as sole proprietor, the drug store at Howard and Madison Streets, which he conducted up to the time of his death on February 3, 1888.

He was one of the re-organizers of the Maryland College of Pharmacy in 1856, held the office of secretary, and

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was elected Professor of Pharmacy in 1861, which chair he held for nineteen years, when at his request, he was given the Professorship of Botany and Materia Medica.

Dr. Moore was elected president of the American Pharmaceutical Association in Baltimore in 1863 and presided at the twelfth annual meeting in Cincinnati, September 1864. His address on this occasion was remarkable for its brevity—a little over two pages, in which he regretted the continuance of the Civil War, and also made a plea for higher preliminary requirements for those entering upon the study of pharmacy. He is quoted in saying in this address in connection with preliminary requirements, "Many being so woefully deficient in their education, for pharmacy is a science, and in that one word is embraced a host of collateral branches of knowledge, the attainment of which are indispensable to him whose ambition aspires to the title of pharmaceutist in its proper sense."

Dr. Moore had considerable prominence in politics, representing his Ward several times in the Council of the City of Baltimore.

He was of loosely built frame and broad shoulders, about 5 feet 9 inches in height, 170 pounds in weight, with a fine suit of sandy hair and side whiskers of good length, mixed with gray, no mustache, florid complexion, with agreeable middle gamut voice, satisfied with simple living and surroundings, void of envy or jealousy, very democratic with much natural ability, making without apparent preparation effective religious, educational and political addresses. He knew his Bible and Pharmacopoeia. He was the best of companions, being full of life and goodly humor.

Dr. John Francis Hancock was born in Forest Home, Anne Arundel County, Maryland, September 9, 1834. He was educated in the district schools and in the Forest Home Academy. He graduated from the Maryland College of Pharmacy in 1860. He was apprenticed to Dr. J. L. Large at Caroline and Baltimore Streets on January 1, 1854. A year after Dr. Large was succeeded by Landis and Hancock, and shortly thereafter John F. Hancock became the sole proprietor of the business, which he conducted for many years. In 1899 he gave up the retail business and with his sons began the manufacture of medicated lozenges and pharmaceutical specialties. Many persons of this generation were familiar with his place of business on Lombard near Greene Street, now occupied by the new Science Library of the University of Maryland.

He was a member of the American Pharmaceutical Association for sixty years, was elected president for 1873-74 and when the Association in 1904 inaugurated a movement to establish a memorial to his friend the late William Proctor, Jr., the "Father of American Pharmacy" it was natural that Dr. Hancock be made chairman of the committee to raise this memorial fund, the finished statue in the Institute of Pharmacy in Washington being not only a monument to William Proctor, Jr., but also a monument to the fidelity of Dr. Hancock, for which he labored with persevering efficiency for more than a score of years.

Dr. Hancock was a member of the School Board of Baltimore City for over ten years and for over twenty-five years a member of the Board of Directors of the Baltimore Eastern Dispensary. He was a member of the Board of Trustees of St. Mary's Industrial School and also the Vice-President of the Free Summer Excursion Society, Baltimore's Oldest and best known institution for the relief of the indigent poor.

In 1907 the University of Maryland conferred on Dr. Hancock the honorary degree of Doctor of Pharmacy, and in 1908 he received the honorary degree of Master in Pharmacy from the Philadelphia College of Pharmacy. He was an

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active member of the Southern Maryland Society and of the Sons of the American Revolution.

Dr. Hancock was of the average stature, full faced, broad forehead, thick dark brown hair and mustache, clear light complexion, of deliberate action and speech, alert with comprehensive mind, familiar with and ready to discuss intelligently civic, educational and pharmaceutical problems. The activating motive of his life was honesty—honesty to himself and to his fellowman. While he never pressed his views unduly, he was firm for the right, although he stood alone. He was pleased to think that most of his moulding was due to his Scotch-English ancestry, the blending of the Celt and the Anglo-Saxon.

We look upon history as uninteresting—oftentimes boring—but when one considers that he has received an inheritance in connection with his chosen profession of pharmacy through a slow, gradual and persistent policy extending over many years, exercised by men to the cause which held not only their financial interests but also their dearest principles and fondest hopes, one often reads with understanding and cogitates on articles depicting the devotion, loyalty and professionalism which these dedicated persons exhibited.

WANTED

Alert drug, gift and service suppliers to sell merchandise and services to the drug stores of Maryland. Apply at once: Baltimore Metropolitan Pharmaceutical Association 8th Annual Drug and Gift Show, 650 W. Lombard Street, Baltimore 1, Maryland. Limited number of booths still available for Super Exhibit—Emerson Hotel—September 13-14-15, 1960.

HIGH LIGHTS PROFESSIONAL AND INDUSTRIAL SEMINAR FOR PHARMACEUTICAL ASSOCIATION SECRETARIES

Presented by Eli Lilly and Company
July 10-14, 1960

The Road Ahead

All segments of the health team must work together to bring about more satisfaction with all aspects of patient care, said Mr. Eugene N. Beesley, president. Physicians, pharmacists, hospitals, and manufacturers should, therefore, assume responsibility for improved performance and for improved public understanding in the future.

Mr. Beesley said that during the decade of the 1950's pharmacy made tremendous progress in the United States and in the process underwent great transformation.

Obviously, population expansion is one explanation for this growth, he said, but far more significant, I feel, is the greatly increased contribution which the pharmaceutical industry has been able to make in terms of more effective medicines for better health and longer life.

Congressional Investigations

The legitimate purpose of Congressional investigations is to obtain facts needed before deciding on the necessity for legislation, said Mr. William R. Spurlock, vice-president and assistant to the president.

Congressional investigations are proper and potentially of great value to the public welfare when conducted within the framework of the Constitution. One may be rightfully fearful only of immature actions being taken after surface considerations have been given the subject matter by unqualified, unobjective, or prejudiced persons.

It may be a long time before we know the **true cost** of the drug hearings to the industry and the public . . . Yet it seems to me that the **greatest** cost

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has been the false impression of the entire medical service field which has been created in the minds of the public. The purchase of medicines is an act of faith—faith that the pharmacist, the physician, and the manufacturer have a deep interest in the public's welfare—and this false impression created by the hearings results in a weakening of that faith.

Problems Facing Pharmacy Today

Three guest speakers at the seminar stressed the theme that pharmacy is faced today with more pressing problems than ever before in its history and that concerted action within the "pharmaceutical family" is necessary to overcome these difficulties.

Mr. Henry M. Moen, vice-president of the National Conference of State Pharmaceutical Association Secretaries, pointed out a number of such problems, including the questions of unlicensed sales, prepayment for drugs, free choice of pharmacists by welfare recipients, and the issue of generic equivalents versus brand names. Discussing pharmacy's stand on government intervention in health care for older persons, Mr. Moen said: "We cannot simply oppose and obstruct efforts to meet the needs of the aging. Rather, we should work constructively to find a means of providing care within the framework of our voluntary health care system."

Miss Fay Kornreich, president of the Metropolitan Drug Association Secretaries, said that today's public has become price-conscious. She noted that a number of labor unions in New York City have declared their intention of opening a chain of discount drug stores for the benefit of their members and member's families. Miss Kornreich said that the backwash of the drug investigation has hit the retail pharmacist hard. It has caused him hardship and embarrassment, as the public believes him to be responsible for the "high cost" of medicine.

Mr. Robert J. Gillespie, president of the National Association of Boards of Pharmacy, said there are substantial health hazards inherent in prescription mail-order practices which eliminate the traditional patient - pharmacist - prescriber relationship. These health hazards are being recognized, he said, and action is being taken by boards of pharmacy to curb these practices.

Research Today

Critics of the American pharmaceutical industry's research efforts have claimed that a considerable proportion of the products manufactured in the United States were, in fact, discovered abroad. This is a misinterpretation of the facts, said Dr. Thomas P. Carney, vice-president in charge of research, development, and control. He pointed out that 36 per cent of Lilly's sales in 1959 came from discoveries which originated in the company's laboratories within the past six years.

Pharmaceutical research today is carried out in an atmosphere very different from twenty years ago. The many regulations and legislative proposals being made today in Washington would tend to place undue control on the industry and hamper its research activities. One bill recently introduced proposes that the Government should not only inspect pharmaceutical plants but that such inspection would include an evaluation of the qualifications of the technical staff. Another bill proposes the licensing of organizations doing animal experimentation.

In developing our over-all research program, said Dr. John A. Leighty, executive director of scientific research, we have attempted to look at disease areas in which treatment today is inadequate or does not exist. We are also attempting to look at those areas in which treatment may be improved. Insofar as we know, there is no short cut or royal road to success in research. It still in-

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volves a lot of hard work, time, people, some luck, and money.

Pricing

Comparing prescription prices of today with those of the past is fallacious, said Mr. John C. Hanson, manager of the statistical studies department, because this compares totally different things. "The average prescription today involves products, processes, and benefits which did not exist even a few years ago. Such tremendously complex products as broad-spectrum antibiotics, hormones, cortisone, and tranquilizers are very much a factor in the average prescription price today, while in the past they were nonexistent or quite different."

Generic Names

The pharmacist or doctor writing an order for pharmaceutical products can judge their shape, color, and other physical characteristics, said Dr. Stanley F. Kern, director of the pharmaceutical control division. However, he is totally reliant on the manufacturer for:

1. his guarantee of identity of the active ingredient
2. his guarantee of the amount of active principle present in each dosage unit
3. his assurance the material in the product is stable
4. his assurance the product as manufactured is free of any adverse side effects, toxicities, etc.

Brand names have contributed increased business and professional status to the pharmacist, said Mr. Patrick A. Donnelly, manager of the sales training department. He quoted legal opinion to the effect that the pharmacist's legal liability would be greatly increased by generic name prescribing. Physicians might also revert to dispensing medications if brand name products could no longer be specified.

As far as I have been able to tell, said Mr. John F. Modrall, executive director of public relations, the **only** advantage that the advocates of generic prescriptions can cite is that the price of generic prescriptions is lower than that of brand name products. I find that documentation on this point is largely conspicuous by its absence. One of the things that is most needed, in my opinion, to get a really fair evaluation of generic vs. trademark prescriptions is a factual comparison of the cost **to the consumer.**

He suggested that a "real service to the public" could be rendered if a broad study were made which would establish the facts in this price controversy. He pointed out that such a study must compare brand name and generic drugs which are "equivalent" **in fact** rather than by allegation.

Digging Out

The question now arises, said Mr. A. J. W. LeBien, vice-president in charge of marketing: "Can we dig ourselves out from under the several charges of misdeeds that have been leveled at our industry and restore the kind of professional and public confidence which the industry has earned over the years?"

It seems to me that to be silent and sit back and do nothing would certainly imply a plea of guilty to the charges made against us and an endorsement of the unscrupulous criticisms by those who seemingly have chosen to depreciate the value of the industry's services and accomplishments, and even the sincerity of its over-all objectives. From the events that have taken place in recent months, we now know that following a practice of modesty in publicizing accomplishments and objectives has reacted in reverse, and instead of creating silent praise and admiration has created misunderstanding, suspicion, and doubt among a portion of every level of our population . . .

With faith, confidence, and determination, we can dig ourselves out with the honor and prestige that pharmacy and the industry so justly deserve.

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George M. Brandt
Kenneth L. Mills

Volume 18 AUGUST, 1960 No. 12

TAMPA NEWS

At the annual meeting of the TAMPA, which was held during the Maryland Pharmaceutical Association Convention in Atlantic City, the following change in procedure was recommended:

The installation of officers is to be held at the first business meeting after the annual summer outing and crab feast.

It was the opinion that this change would allow the newly elected officers and committee members a "breathing spell" before the actual installation meeting. Therefore, the annual outing becomes the responsibility of the outgoing regime.

ANNUAL CRAB FEAST

The TAMPA annual outing and crab feast was held, in conjunction with the Baltimore Metropolitan Pharmaceutical Association, at Bay Ridge Beach on Thursday, August 4th, 1960.

The weather was ideal, the steamed crabs and crab cakes and trimmings were fine. The ball game between the "pill-rollers" and the "pill-peddlers" was a sight to behold. There were horse shoe players, card players, lookers-on, and swimmers—and plenty liquid refreshment. Everyone had an enjoyable time which just "seemed to end too soon."

For those who could not make it—there is always next year!

TAMPA COMMITTEES 1960-61

Attendance—Lawrence A. Rorapaugh, Chairman; Elmer H. Biles, Joseph A. Costanza, Robert Kettlewell.

Custodian—Jack Albert, Chairman; Albert J. Binko, George B. Rider.

Luncheon—Alfred E. Callahan, Chairman; Herman Bloom, Robert Tobias, John D. Davidson.

Maryland Pharmacist—Wilson Spilker, Chairman; George M. Brandt, Kenneth L. Mills.

Membership — Lous M. Rockman, Chairman; Russel C. Eustice, Albert Hendler, Bernard Appel, Paul H. Friedel.

Program—Joseph L. Muth, Chairman; Joseph J. Hugg, Bernard Ulman, Jr., Donald E. Steiner, Jack Parks, William A. Pokorny.

Publicity—William H. Harrison, Chairman; Dorsey Boyle, P. J. Muth, Jr.

Welfare—Milton J. Timin, Chairman; Thomas A. Mullen, Fred H. Plate.

Emory G. Helm Memorial—John C. Cornmesser, Chairman; Martin Rochlin, Joseph B. Herron, Charles Becker, Maurice Brager.

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Thursday, September 29, 1960

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-: NEWS ITEMS :-

UNITED STATES PHARMACOPOEIA XVI AND NATIONAL FORMULARY XI REQUIRED

The United States Pharmacopoeia XVI and the National Formulary XI become official on October 1, 1960. Both standards are now available. Several hundred new drugs have been admitted to the many basic drugs already recognized. The Maryland Pure Food and Drugs Act as well as the Federal Food, Drug, and Cosmetic Act recognize these texts as legal standards.

Section 251, Article 43 Annotated Code of Maryland, 1957 reads as follows:

"United States Pharmacopoeia and National Formulary to be kept on hand.

"There shall be on file at all times in every pharmacy the latest decennial revision of the United States Pharmacopoeia and the latest edition of the National Formulary, and supplements thereto, which books must be open to the inspection of the Maryland Board of Pharmacy and its properly authorized agents or employees. No permit shall be issued or continued for the conduct of a pharmacy until the provisions of this section have been complied with, and any person violating this section shall, upon conviction, be deemed guilty of a misdemeanor and fined not more than ten ($10) dollars."

Pharmacies and pharmacists may purchase these books from their wholesalers or may write directly to the publishers for them. The Pharmacopoeia is printed by the Mack Printing Company, Easton, Pennsylvania, and the National Formulary by the J. B. Lippincott Company, East Washington Square, Philadelphia 5, Pennsylvania.

In order that there may be no delay in the issuance of your pharmacy permit for 1961, be sure to have on file the U.S.P. XVI and the N.F. XI.

F. S. Balassone, Secretary
Maryland Board of Pharmacy

LAMPA MEETING

A meeting of the Ladies Auxiliary of the Maryland Pharmaceutical Association will be held in conjunction with the Fall Regional Meeting of the parent association at Peter Pan, Urbana, Maryland on Thursday, October 20, 1960, beginning with lunch at 1:00 P.M. An interesting program is being arranged for the members of L.A.M.P.A. and their guests.

TUSSAR CHANGES FORMULA

Tussar, Armour Pharmaceutical Company brand of cough syrup, has been reformulated to include a non-narcotic anti-tussive in place of dihydrocodeinone.

The new formula will retain all the benefits of the original Tussar including its effective cough suppression, its pleasant cherry flavor and color.

In announcing the change, Robert A. Hardt, president of Armour Pharmaceutical, said the Company is voluntarily cooperating with the federal Bureau of Narcotics program to help prevent the misuse of cough syrups containing exempt narcotics.

The new Tussar contains d-methorphan hydrobromide, pheniramine maleate N. F., phenylpropanolamine hydrochloride, sodium citrate U.S.P., citric acid U.S.P., chloroform U.S.P., and methylparaben U.S.P.

Tussar is supplied in bottles of 16 ounces. It will be available August 1 on an over-the-counter basis.

A Cordial Invitation Is Extended

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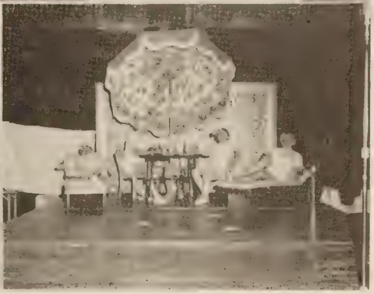

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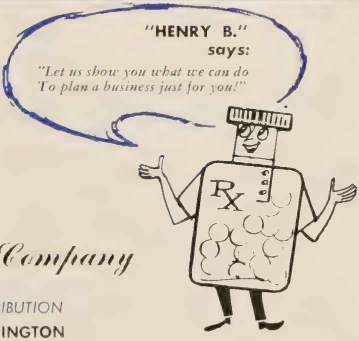
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PRESIDENT'S MESSAGE
BALTIMORE METROPOLITAN PHARMACEUTICAL ASSOCIATION

Dear Fellow Pharmacist:

The Baltimore Metropolitan Eighth Annual Drug and Gift Show at the Emerson Hotel on September 13, 14 and 15, represents a year of continuous work and preparation.

The Drug Show Committee under the untiring chairmanship of Irving Cohen, with the splendid assistance of Secretary Joseph Cohen, promises you the most complete and advantageous Xmas Buyers Show in the history of the Baltimore Metropolitan Pharmaceutical Association.

The Show hours are from 2 to 11 P.M. daily; Tuesday, Wednesday and Thursday, September 13, 14, and 15. The Committee promises that more merchandising lines, surprises, and more booth space has been arranged than ever before.

Holiday merchandise and gift lines will predominate. However, the latest equipment in drug store merchandising will be displayed. This is something that no independnent retail pharmacist can afford to miss.

The prime purpose of the Drug and Gift Show is to help independent retail pharmacists get a larger share of the Christmas Gift market. Pharmacists from every section of the state are cordially invited to attend. There is no admission charge and no one is under any obligation.

A visit to the Emerson Hotel, on the dates mentioned, will not only be a business accomplishment; it will also be a pleasant way to meet your fellow pharmacists and enjoy the free gifts and many valuable prizes that will be distributed. Take advantage of this opportunity.

I am looking forward to the pleasure of greeting you personally at the Show.

GREGORY W. A. LEYKO
President

SUNPAPERS DRUG STORE DIRECTORY

The Baltimore Sunpapers has recently published a factual directory covering the 512 drug stores comprising the Greater Baltimore Area, broken down in sections covering Baltimore City and surrounding counties.

Besides giving the names and addresses of drug stores and hospitals, the booklet contains other information considered pertinent to the market. It is geared primarily as a guide to the manufacturing and wholesale segments of the drug trade.

It includes the following information: chain drug and department store buyers; a route map; and data on climate, employment, population, health, and sales volume.

The directory is entitled, "Baltimore Druggists." It may be obtained in limited quantity without charge by writing to: The Baltimore Sunpapers, Calvert and Centre Streets, Baltimore 3, Maryland.

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NEW NATIONAL FORMULUARY

The National Formulary, Eleventh Edition. Prepared by the Committee on National Formulary under the supervision of the Council, by authority of the American Pharmaceutical Association. Published by the American Pharmaceutical Association, Washington 7, D. C. 1960. Distributed by the J. B. Lippincott Company, Philadephia, Pa. xxxii + 531 pp. 15 X 23 cm. Price $9.00.

The new National Formulary XI, which becomes official October 1, 1960, represents the results of an ambitious revision program. Expansion of the scope of N. F. admissions to new drugs that have achieved wide use by the medical profession, but which were not admitted into the companion edition of the U. S. P., reflects the advance in practical value of this official compendium. Among the 148 completely new items in N. F. XI are Acetaminophen (N - acetyl - P - aminophenol) (Category—Analgesic and antipyretic); Amisometradine (Category—Diuretic); Antazoline Phosphate (Category—Antihistaminic); Azacyclonol (Category Psychotherapeutic agent); Benzestrol (Category—Estrogen); Benzpyrinium Bromide (Category—Parasympathomimetic); Benztropine Methanesulfonate (Category—Parasympatholytic); Dextromethorphan Hydrobromide (Category—Antitussive); Diphemanil Methylsulfate (Category—Anticholinergic); and Diphenadione (Category—Anticoagulant). These items, selected from those listed alphabetically under the letters A, B, C, and D, indicate the wide therapeutic spectrum that is covered. In reverse alphabetical order this interesting story reads the same. Zinc has finally yielded last place in the monograph section to Zoxazolamine (Category—Skeletal muscle relaxant; uricosuric). There is also Triacetyloleandomycin (Category— Antibiotic). It is clearly evident that N. F. XI reflects the accelerated turnover in the materia medica.

N. F. XI is bigger and better. It is Bigger—It contains 815 monographs (N. F. X had 733); it has 285 new items (137 from U. S. P. XV). It is Better—Its analytical procedures have been modernized and include column and paper chromatography, ultraviolet and infrared spectrophotometry, radioisotope tracer analysis, and countercurrent extraction. Its new two-column format makes reading easier; the page-top guide facilitates its use. The General Information section includes a really useful discussion of ophthalmic solutions with procedural guides for extemporaneous preparation. An important increase is noted in the 42 N. F. Reference Standards (N. F. X had 10). Most of the new reference standards are required in spectrophotometric analytical procedures. N. F. XI is smaller only in the number of pages. More material than ever has been included in 563 pages (N. F. X had 910 pages). This minor miracle was accomplished with the aid of experts at the Mack Printing Company. The two-column format, new type face, and style of arrangement is responsible for the elimination of much wasted space.

The value of the N. F. to pharmacists and others in the health professions is steped up considerably in this latest edition.

SUMMARY

National Formulary, Eleventh Edition (N. F. XI)
Publisher: American Pharmaceutical Association
Director of Revision: Justin L. Powers
Distributor: J. B. Lippincott Co., Philadephia
563 pages
815 monographs
285 new admissions
208 monographs deleted from N. F. X
Official from October 1, 1960
Price $9.00.

Why Unicap vitamins are mixed under a blanket

Surgeons are not content with merely sterilizing all the equipment in the operating room. They add ultraviolet lamps to sterilize the very *air* in which they work.

In making Unicaps, Upjohn goes even further. They actually *remove* the air — which automatically removes any possibility of air-borne contamination.

This is done by mixing the vitamins under a blanket of carbon dioxide which, being heavier than air, forces all air out of the vats.

And, because some vitamins break down in the presence of air, this removal of air has the added virtue of protecting the *potency* of Unicaps.

This is only one of hundreds of separate safeguards used in the manufacture of Unicaps. And this is another reason why . . .

It pays to display and push the brand your customers know and trust:

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Unicap

TRADEMARK, REG. U. S. PAT. OFF.

Upjohn

THE UPJOHN COMPANY
KALAMAZOO, MICHIGAN

Medicine . . . designed for health . . . produced with care

DR. B. OLIVE COLE NAMED HONORARY PRESIDENT OF L.A.M.P.A.

When Doctor Cole was selected as Honorary President of the Ladies Auxiliary of the Maryland Pharmaceutical Association, it was a source of gratification to me and my family, for we have considered her a dear friend for these many years.

She was a teacher of my husband at the University of Maryland School of Pharmacy, and twenty-five years later she was both teacher and Dean of my son.

Doctor Cole became interested in pharmacy while employed as a stenographer for a pharmaceutical manufacturer in Baltimore, after graduation from Franklin High School in Reisterstown.

Upon graduation from the University of Maryland School of Pharmacy, she worked for a short time as a pharmacist in Washington, D.C. She returned to Baltimore in 1920 to become Secretary to the Faculty of the School of Pharmacy.

That same year, the U. of M. Law School opened its courses to women. Doctor Cole enrolled in the first class. She modestly recalls, that since her name came first in the alphabet, she was the first woman to receive a law degree from the University of Maryland.

Doctor Cole was associated with the School of Pharmacy for thirty-three years. At the same time she studied English, History and Economics at the Johns Hopkins University. She also served as secretary of the School of Pharmacy Alumni Association for twenty-seven years. In addition to her academic activities, Doctor Cole gave unselfishly of her time and effort to stimulate interest in professional pharmacy.

She was appointed Acting Dean of the School of Pharmacy from October 1948 to July 1949 upon the death of Dean Du Mez. Doctor Cole was retired in 1953 with the title of Professor Emeritus of Pharmacy Administration.

The title of "Miss Pharmacy" is well earned and fits her well. We salute our own Doctor B. Olive Cole—pharmacist, teacher, lawyer, dean, advisor, and friend to more pharmacists than any other person living today.

We of L.A.M.P.A. are indeed honored in having such an illustrious woman, and truly dear friend, as our Honorary President.

ETHEL LEE RAICHLEN
President, L.A.M.P.A.

PROGRAM TO HELP RETAIL PHARMACIST

The new Squibb Laboratories marketing unit of E. R. Squibb & Sons will kick off a major television campaign this fall by sponsoring "People Are Funny" on NBC-TV. This is the first full-time sponsorship of network television by the

SPOTLIGHT PRODUCT OF THE MONTH

Mennen's Products For Men

Featured in all BMPA Stores

WITH
Dial 123 *Live* Radio

a size
to fit
every
thirst
PEPSI-COLA
SPARKLING
PEPSI-COLA
Pepsi
Pepsi
Pepsi

STOCK . . . DISPLAY . . . SELL THEM NOW

PEPSI-COLA BOTTLING CO. OF BALTIMORE—LE. 9-7171

Under Appointment from Pepsi-Cola Co., N.Y.

McDOWELL, PYLE & CO., INC.

(Est. 1892)

Exclusive Distributor of

P&S
PAGE & SHAW
NEW YORK
LONDON BOSTON PARIS
MONTREAL

"THE CANDY OF EXCELLENCE"

NATIONALLY ADVERTISED

LExington 9-4987, 9-4988, 9-4989

221-23 W. PRATT ST. BALTIMORE 1, MD.

pharmaceutical firm for promoting consumer products.

The popular audience participation program, starring Art Linkletter, will begin its seventh year on television and will be telecast Sundays (6:30-7:00 p.m., E.D.T.) beginning on September 18.

Squibb Laboratories was formed at the early part of this year for the development, advertising and distribution of Squibb consumer products. Of the products that will be featured on the show, Squibb plans to highlight Vigran, a multi-vitamin supplement, and the fact that the pharmacist is best qualified to dispense products for the public's health.

BOARD OF PHARMACY RESULTS

The Maryland Board of Pharmacy met at the office of the Secretary, 301 West Preston Street, Baltimore, on Thursday, August 4, to canvass the grades made in the examinations conducted by the Board on June 20, 21, and 22, 1960. Registration was granted to the following:

Gyula Antal
Robert Ernest Beyer
Freida Hoffman Burns
James Mortimer Dickinson
Allen Hanenbaum
Charles Edward Hesson
John Wesley Pickett, Jr.
Dolores Mead Pledger
William Charles Richmond
Herbert Allen Leonard Sachs

The following passed the theoretical examination, but registration is withheld until they have met the legal requirements for practical pharmacy experience and have passed an examination in practical pharmacy:

Attison Leonard Barnes, Jr.
Stanley Harvey Belford
Jerome Alvin Berger
Sister Geraldine Coleman
Nancy Carole Conklin
Joseph William Davies
Gilbert Duritz
Louis Joseph Friedman
Henry Joseph Glick
Ronald Goldner
Martin David Grebow
Harold Theodore Hambright, Jr.
Joseph Gold Handelman
Sister Elberta Healey
Marta Hoffman
Leonard Horwits
John Terence Jordan
Fern Eugene Kenney, Jr.
Morton Kousen
Ronald Herbert Kronsberg
Joseph Herman Lerner
Irvin Isaac Levin
Jerome Murray Levine
Samuel Lichter
Joseph Harris Morton
Anthony Michael Palmere
Richard Morris Pilquist
Alfred Clair Plempel, Jr.
Irving Jacob Raksin
Harvey Morton Rapkin
Theodore Lee Raschka
Morton David Richman
Leonard Joseph Sadowski
Peter Paul Scali
Morton Jerome Sclar
Jack Saul Shalita
Joseph Saul Shapiro
Martin Chaim Shargel
Allan Robert Sherr
Bernard Erwin Sherr
Esther Harriet Shpritz
Larry Albert Snyder
Robert William Spiegelman
Kenneth Edward Stank
Elliot Sanford Tokar
Jessie Lois Tracey
Albert Harry Warfield
John David Warthen, Jr.

The following had previously passed the theoretical examinations, and by virtue of having passed the practical pharmacy examination at this time, registration was granted to them:

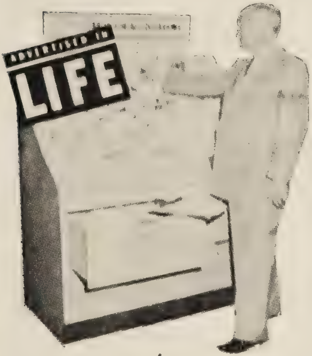
Arthur Murray Abrams
Charles Henry Tregoe

PREFERRED PROTECTION

New arrangements for providing Automobile Insurance and other forms of protection are now available. These new methods may provide substantial savings over your present insurance cost.

If you would be interested in having our representative contact you regarding these matters kindly let us know. We feel that our staff is particularly qualified to serve the pharmaceutical profession.

GREENE & ABRAHAMS CO., INC.
E. A. Rossmann, President
225 E. REDWOOD STREET
Baltimore 2, Maryland



National advertising helps you sell more CharmCraft Cards than ever before!

- ★ Complete Line
- ★ Scheduled, Personal Service
- ★ Latest Style Cabinets
- ★ Top Dollar Profits

CharmCraft Publishers
OF WASHINGTON
3132 M STREET, N. W., WASHINGTON 7, D. C.
WASHINGTON: FEDERAL 3-1500 BALTIMORE: VERNON 7-4213

FRANCIS SCOTT KEY CELEBRATION

On September 14, 1960, the Post Office Department will issue the Francis Scott Key commemorative stamp of the "American Credo" series at Baltimore, Maryland, with ceremonies to be climaxed at Fort McHenry National Shrine.

The ceremonies at Fort McHenry will be attended by the Postmaster General, National, State, and city officials, including Senators, Congressmen, the Governor, and the Mayor of Baltimore City in company with Postmaster Laukaitis and members of his staff.

The ceremonies, to which the public is cordially invited, will commence at 7:15 P.M. and tentative arrangements are being made for a simulated bombardment of the Fort, a display of military equipment, and open house abroad a destroyer. The Baltimore Post Office Band and Glee Club will furnish further entertainment. The ceremonies will be concluded with a fireworks display.

In conjunction with the Fort McHenry celebration, the Baltimore Post Office will have the Francis Scott Key "American Credo" Stamp available for purchase at the Main Post Office, and all stations and branches. The area for processing and cancelling First Day Covers will be open for inspection, and this will provide an interesting and educational sidelight for stamp collectors.

WORTHY OF NOTE

Governor's Conference on Aging conducted by the Maryland State Commission on the Aging, at the University of Maryland, College Park, September 7 and 8, 1960.

Outdated Pharmaceuticals are not to be sold, or dispensed on prescriptions. Remove them from stock at once. Write to the manufacturers of these products asking for instructions regarding the disposition of their outdated products. The F.D.A. has the right to confiscate outdated drugs.

Hynson, Westcott & Dunning, Inc. have increased the time limit for full credit on dated items from 120 days to 1 year after the expiration date.

N.A.R.D. Convention will be held in Denver, Colorado, October 23 - 27, 1960. If you are interested in joining the Maryland delegation, contact Secretary Cohen.

Dart Drug, Washington Cutrate Drug Chain, was fined $100 after pleading "no contest" to charges of violating District of Columbia law in firm's purchase and sale of narcotic-spiked cough syrup. Dart Drug failed to keep a proper record of the concoction (hydrocodeinone) sold. Also, the chain was charged with failure to use the correct order form in buying the drug from the Carroll Chemical Co. of Baltimore.

Separate charges against Herbert Kwash, manager of the particular Dart Drug store involved in the criminal action, were subsequently dropped by the U.S. Attorney's Office.

SPOTLIGHT PRODUCT OF THE MONTH

PALL MALL

Featured in all BMPA Stores

WITH

Dial 123 *Live* Radio

COMMON SENSE *vs.* NONSENSE

one of a series of classic quotations dealing with subjects of interest to you

"It's unwise to pay too much, but it's worse to pay too little. When you pay too much, you lose a little money—that is all. When you pay too little, you sometimes lose everything, because the thing you bought was incapable of doing the thing it was bought to do. The common law of business balance prohibits paying a little and getting a lot—it can't be done. If you deal with the lowest bidder, it is well to add something for the risk you run, and if you do that you will have enough to pay for something better."

—John Ruskin
(1819-1900)

SMITH KLINE & FRENCH LABORATORIES, PHILADELPHIA

MAGAZINE SURVEY

A Magazine Survey was conducted under the auspices of the Maryland Pharmaceutical Association Trade Relations Committee, Aaron M. Libowitz, Chairman.

Out of a mailing to every drug store in Maryland, 272 questionnaires were returned. Each questionnaire was carefully read and tabulated. There were 428 additional comments other than the answers to the questions asked.

As a result of the information obtained, the Trade Relations Committee was able to approach the major magazine distributor in Maryland with specific complaints.

The following were the major problems encountered in the questionnaire:

1. The distributor sends magazines the drug store did not order and does not want.
2. The distributor does not send the number of magazines wanted.
3. There are discrepancies in credits covering returns.
4. Making available a standard magazine return form.

Subsequently, a conference was held with the magazine distributor. As a result, it was determined that most of the complaints are due to poor communications between the retailer and the distributor.

It was determined that complaints are usually made to the route representative. This procedure is not effective. Therefore, the Trade Relations Committee and the distributor agreed that the best method to pursue is to put the complaint in writing and mail it direct to the distributor. The distributor informed the Committee he has printed return forms available that he will gladly furnish upon request free of charge. The use of this form will definitely reduce return discrepancies.

It was also disclosed, the distributor has an accurate accounting of the actual sales of all magazines by the individual retailer. Because of strict control by the publishers of popular magazines, deliveries must be reduced if the turnover is poor.

The distributor has promised that he will increase quantities of magazines where prominently displayed to give the retailer an opportunity to prove he is in a position to sell the magazines in question.

In the 1960 June issue of the "News Dealer" which is furnished to you by your magazine distributor, is a list of magazines listed according to their popularity. The Committee strongly urges you to stack popular, fast selling magazines in a prominent place, preferably on the floor, for fast turnover and increased sales. Remember, make your complaints and requests to the office of the distributor.

The Trade Relations Committee appreciates your cooperation in answering the questionnaire. We hope the information rendered will improve your Magazine Department.

ALLEN, SON & COMPANY ANNOUNCES CONTEST WINNERS

We wish to announce to the participants in our 1959-1960 candy display contest, that the winners are as follows:

First Prize: Large Silver Cup and Candy (Value $100.00)
Awarded to—Woodlawn Pharmacy
Second Prize: Candy (Value $50.00)
Awarded to Cavacos Pharmacy

The Judges in this contest were:
Dr. Gregory W. A. Leyko
President — Baltimore Metropolitan Pharmaceutical Association
Dr. Gordon A. Mouat
President—Maryland Pharmaceutical Association
Dr. Joseph Cohen
Secretary — Baltimore Metropolitan Pharmaceutical Association

We appreciate very much your interest in this contest, which was designed to create bigger and better candy displays.

DISPLAYS

A display is a vital part of successful merchandising and manufacturers' special offers mean eye-catching displays. It is to our members' advantage to display these whenever possible.

Remember That a Display

(1) Adds an air of newness and excitement to your store

(2) Shows your customers that you are up-to-date on merchandising.

(3) Presents a "bargain aspect", creating impulse sales.

CALVERT DRUG COMPANY, INC.

901 CURTAIN AVE.

BALTIMORE 18, MARYLAND

GILT EDGE PHOTO SERVICE
1421 AISQUITH STREET
BALTIMORE 2, MD
PLAZA 2-3431-32

℞

Photo finishing by Gilt Edge, once every day will cure you of your photofinishing headaches.

Al Heydemann

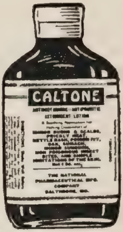
COLOR
GILT EDGE Photo Service Inc.
BLACK & WHITE

"Over 55 Years Service To Baltimore Druggists"

Trojans
Guardians
Lambskins-Wet
Dr. West's Toothbrushes
Davol Rubber Goods
Ace Hard Rubber Combs
Ajax Hard Rubber Combs
Devilbiss Atomizers
Camp Stationery
Lacross Manicure Implements
Millers Forge Manicure Implements
Jones Enamelware
Gillette, Gem, Razors and Blades
Schick Blades and Razors
Eaton High Grade Stationery
Becton Dickinson Products
Kotex, Kleenex, Modess, Yes
Tampax
Doeskin Products
Foster Forbes Glassware
American Thermos Bottles
Sheiks-Ramses

Miller Drug Sundry Co.
105 W. Redwood Street
Baltimore 1, Maryland

CALTONE

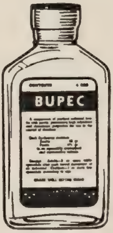


A Soothing LOTION

For Minor Skin Irritations

1 Doz. 4 oz. $3.50
2 Free With Each Doz.
F.T.M. $.69

BUPEC



An Effective DIARRHEA MIXTURE

1 Doz. 4 oz. $3.50
2 Free With Each Doz.
F.T.M. $.59

1 Doz. 8 oz. $5.40
2 Free With Each Doz.
F.T.M. $.89

BYE-BUG

BYE-BUG
INSECT REPELLENT

A Fine INSECT Repellent

ODORLESS—GREASELESS

1 Doz. 2 oz. $3.50
2 Free With Each Doz.
F.T.M. $.59

The National Pharmaceutical Mfg. Co.

BALTIMORE, MD.

FEATURE COKE WITH FOOD...
Coca-Cola
Coca-Cola
Coca-Cola

THEY DRINK IT MOST!

HERE'S ONE BEVERAGE THAT'S ALWAYS A MONEY MAKER

ICE COLD
HAVE A Coke
DRINK Coca-Cola
Refresh Yourself
SERVE
Coca-Cola
REG US PAT OFF

Have a LARGE Coke

COCA-COLA AND COKE ARE REGISTERED TRADEMARKS

PHARMACEUTICAL RESEARCH

The prescription drug industry disclosed it spent $197 million dollars on research and development last year in the biggest privately financed assault on ill health in history.

The expenditure—16 percent higher than in 1958—amounted to 7.8 percent of the companies' pharmaceutical sales of more than $2.5 billion.

Dr. Austin Smith, president of the nationwide trade association of 140 ethical drug firms, hailed the expenditure as "a typically American example of the force of private enterprise at work for the betterment of humanity."

Dr. Smith said his organization has completed the third annual survey of research activities of the industry in cooperation with the National Institutes of Health. It disclosed, among other facts, the following:

- Drug industry research spending in 1959 was $7 million more than the companies estimated a year ago that it would be.
- Over $18 million of the total was spent outside of pharmaceutical house laboratories in the form of grants and contracts to medical schools, hospitals, research institutes and other institutions.
- An estimated 100,200 chemicals, compounds and other substances were prepared, obtained and biologically tested by the industry in 1959 in its search for new and more specific medicinals.
- Of these substances, 36,600 were in the field of cancer chemotherapy. The second heaviest concentration was 28,200 substances pertaining to allergies and infectious diseases.
- The 140 producer members of the Pharmaceutical Manufacturers Association, responsible for more than 95 percent of ethical drug production in the U.S., estimate research and development spending of $214 million in 1960.

ABBOTT PROMOTIONAL MATERIAL

Abbott Laboratories is launching autumn promotion of its vitamin line with a new array of window and counter displays built around its widely known Dayalets vitamin characters.

Strong institutional copy and a new "Lazy Susan" counter display will be other features of new Abbott materials for the nation's pharmacies.

"This whole promotion is aimed at helping the pharmacy regain or improve its position in the vitamin market," Joseph S. Rowe, Manager of the Drug Trade Division, reports. "After all, the vitamin business rightfully belongs to the pharmacy. It was born there. It was nurtured there. It should stay there. Pharmacists are the people best qualified to sell and dispense vitamins because they are essential to health.

"We feel we have built into this promotion a good deal of public relations value for the pharmacist," Rowe adds, "for these displays tackle the price situation, dramatize the great strides made in medicine, and create the impression of the pharmacist as a vital member of the professional health team."

The vitamin characters are caricatures of everything from pizza pies to strawberry sodas. Copy on the window display stresses family vitamin problems caused by diets that are "much too spicy," "too tea and toasty," or similarly defective. The copy proceeds from whimsical to factual, from the "Meat and Potatoes Man" and "Dainty Doris from Lake Forest" to such hard-hitting lines on the side card as "every Abbott vitamin tablet must pass 25 major tests and inspections for quality, purity and potency."

Counter displays, tied in to the window displays, will have full color, die-cut vitamin characters, with humorous verses to match.

The three-shelf "Lazy Susan," known as the Selecto Merchandiser, is designed to help customers serve themselves. The

Fall Regional Meeting

of the

Maryland Pharmaceutical Association

PETER PAN INN

Urbana, Maryland—Near Frederick

Thursday, October 20, 1960

An Interesting Program Has Been Arranged

Make Plans To Spend An Enjoyable Day With Friends and Colleagues at this Picturesque Western Maryland Inn

★ Schedule of Events ★

1:00 P.M.—Luncheon
2:00 P.M.—Guest Speaker
3:00 P.M. —M.Ph.A. Business Meeting
5:00 P.M.—Social Hour
6:00 P.M.—Dinner

two top shelves revolve. Each is only 12 inches in diameter. All three shelves, covering more than 240 square inches, permit display of the complete Abbott vitamin line. Space is also ample to permit combined displays to vitamin and Sucaryl products. Included, too, is a literature holder on the bottom shelf, which holds new laity leaflets on vitamins and Sucaryl. The top card reads, "Does your family have a sound vitamin plan?" The Selecto Merchandiser will fit the decor of any pharmacy.

Institutional copy, in keeping with the public relations needs of the pharmacy today, is featured on the reverse side of the window displays. Pointing out that "today's drug prescription is your biggest health value," the copy and pictures contrast the cost of treating pneumonia today with the costs twenty years ago. A side panel points out that the average price of all prescriptions today is only $3.08.

FOLIC ACID NOTICE

A proposed regulation which would require that vitamin preparations containing high levels of folic acid (more than 0.4 milligram or 400 micrograms per daily dose) be sold only on prescription was issued by the Food and Drug Administration.

Although folic acid is not itself harmful, the Food and Drug Administration explained, it has been known to mask the symptoms of pernicious anemia when added in sufficient quantities to the diets of persons with this disease, thus interfering with proper diagnosis.

The Food and Drug Administration's action was taken after consultation with experts in the fields of hematology, general medicine, preventive medicine, pediatrics, nutrition, obstetrics, and gynecology, and after study of the recommendations of a committee of medical experts appointed by the Commissioner of Food and Drugs from a panel selected by the National Academy of Sciences—National Research Council.

With respect to vitamin preparations containing more than 0.4 milligram (or 400 micograms) of folic acid, the proposed regulation provides that:

1. At the point of manufacture or labeling, the change to prescription labeling be accomplished before further shipment of such products.

2. That the orderly relabeling of stocks of such products already in the channels of distribution proceed as promptly as possible.

3. That products not properly relabeled after a reasonable period of time be subject to regulatory action.

Except for persons with undiagnosed pernicious anemia, folic acid is harmless even at much higher levels, FDA said, and addition of the substance to the diets of pregnant women is frequently prescribed.

The Food and Drug Administration said it has no evidence that amounts of folic acid up to and including 0.4 milligrams per day produce the masking effect on pernicious anemia. FDA therefore proposes to extend to March 6, 1961, the application of the Food Additives Amendment of 1958 to vitamin preparations containing not more than 0.4 milligram of folic acid. This proposal is based on the consensus of the medical authorities FDA has consulted that no undue risk to the public health would be involved.

The authorization to continue to use folic acid at 0.4 milligram or less until March 6, 1961, provides manufacturers the opportunity to submit scientific evidence of the safety of this substance at specific levels. If such evidence is presented, continued over-the-counter sale of vitamin preparations containing not more than a specified amount of folic acid would be permitted. In the absence of such evidence, sale of preparations containing any amount of folic acid would be perimtted only on presciption.

The
Burrough Bros.
MANUFACTURING CO.

Quality
Pharmaceuticals
Since 1863

123 MARKET PLACE
BALTIMORE 2, MD.

Quick Stop—Quick Profit

When folks "on the go" stop
for a "coke" or a "cup of joe",
you boost the unit sale
with a package of Austin's.
And Austin quality brings 'em
back again . . . brings you
more profits, faster!

Austin's®
Peanut Butter Sandwiches
Cookies & Snack Varieties

Austin's
CHEESE PEANUT BUTTER SANDWICHES
Austin's
CHEESE PEANUT BUTTER SANDWICHES

Austin's
Box 1936
Balto. 3, Md.

FOR DRUG FIXTURES
THAT SELL DRUGS

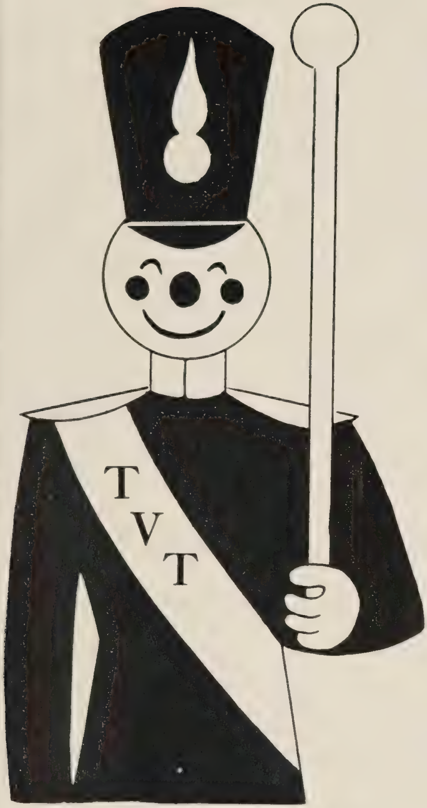
BERNHEIM - SIEGEL CORPORATION
401 E. PRICE STREET
PHILADELPHIA 44, PENNSYLVANIA

MODERNIZE
FOR
FULL
PROFIT
POTENTIAL

INFORMATION WITHOUT OBLIGATION

DISTRIBUTED THRU

THE HENRY B. GILPIN COMPANY
BALTIMORE - WASHINGTON - NORFOLK



INCREASE YOUR TOY SALES YEAR 'ROUND AT NO EXTRA COST

BE a TV-Time Toy Store

Tie-in with the most successful toy promotion of all time! This sales-proven merchandising program is already doing wonders in hundreds of stores throughout the Baltimore metropolitan area.

You get exciting, eye-catching, point-of-sale pieces . . . your store name on television . . . personal plugs by such stars as Pop Pop, Jack Wells, Royal Parker, Nelson Baker and Buddy Dean!

Plus bonus sales boosters . . . monthly toy give-aways . . . bicycle give-aways . . . fabulous Disneyland trip contest . . . all tied-in with your store.

BOOST PROFITS NOW!

Be a TV-Time store to cash in on extra business.
Becoming a TV-Time store does not cost you one cent extra.

Phone Bob Lewis, TV-Time Supervisor, BR. 6-3695, or EA. 7-1950.

I. L. TOY COMPANY
1023 EAST BALTIMORE ST.

LABEL IDEA ELIMINATES SALES TAX ERRORS

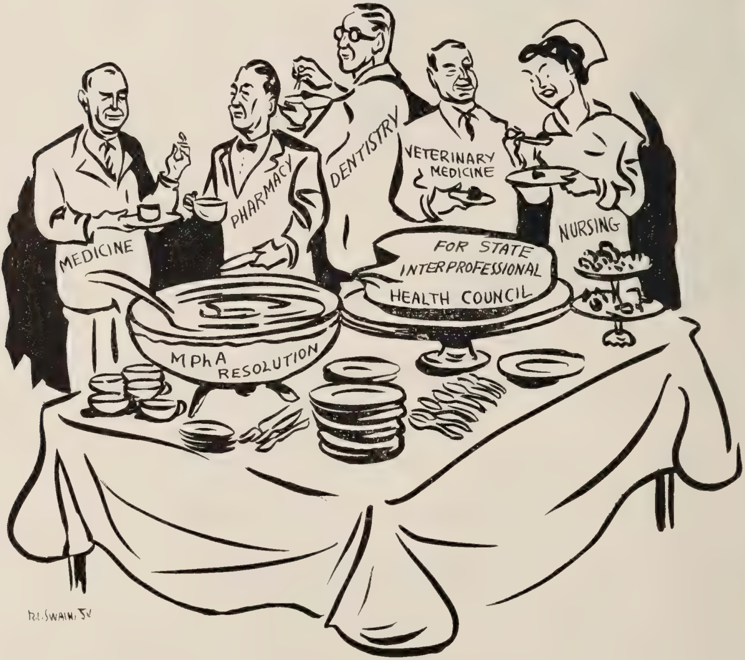
Cash Register Tabulation Lists Correct Tax Computations

What might be termed the "neatest trick of the year" for the retailer in a sales tax area who is plagued by green help, is a label idea developed by Allen Hollander Company of 385 Gerard Avenue, New York 51, N. Y.

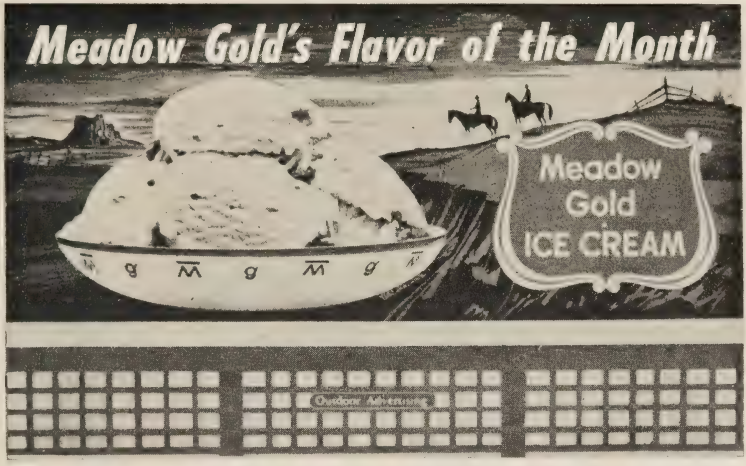
The Hollander firm has prepared a comprehensive table that shows the tax due on sales up to $20.00. The table is printed on an easy-to-apply, able-stik, pressure-sensitive label. When stripped from its paper backing, the label can be applied to any clean surface of a cash register or counter for instant reference by clerks when ringing up a sale. The use of such label will help avoid the confusion and errors in tax made during rush periods of the day. The pressure-sensitive labels will not damage the cash register surface and can be easily removed for replacement if they become soiled.

Variety and drug chains as well as large department stores find it a help to have one label for sales clerks and another on the side of the cash register which faces customers.

Complete information and prices on these useful tax labels as well as a portfolio of useful label ideas may be had by writing to Allen Hollander Company, Inc., Department 24-22, 385 Gerard Avenue, New York 51, N. Y.



Food For Thought!


Meadow Gold's Flavor of the Month
Meadow Gold ICE CREAM
Outdoor Advertising

Now! The Greatest Outdoor Advertising Campaign in MEADOW GOLD History!

50 BILLBOARDS

Strategically located all over town featuring the "Flavor of The Month", month after month for a full year!

* * *

Tie-in with this great promotion! Feature the MEADOW GOLD "Flavor of The Month" and CASH-IN with bigger sales!

It's your story . . . tell it during

NATIONAL PHARMACY WEEK, OCTOBER 2-8

"The profession of pharmacy combines an ancient heritage with the complex technical skills of tomorrow. During National Pharmacy Week, we remind you that today's potent pharmaceuticals represent thousands of years of progress from the mystical potions of the past."

This message and many others will be heard on the airwaves, seen on television and read in newspapers and magazines during National Pharmacy Week, October 2-8, 1960.

These are critical times for pharmacy and they call for positive action at both national and community levels. At the national level, the American Pharmaceutical Association is fulfilling its responsibility as it works with all of the resources at its command. It maintains a program of action the year round, telling the public of the watchdog efficiency with which the pharmacist guards the public health.

But a national program, no matter how complete or thorough it might be, will be of little real value without the support of the individual pharmacist. It is on him that the responsibility rests for action at the community level. He must not only tell but live the story of pharmacy for the public.

National Pharmacy Week will give the individual pharmacist can opportunity to coordinate his public relations efforts with other pharmacists throughout the nation. By using his own initiative he can draw attention to the contributions pharmacy has made to the health field and also gain recognition for himself and his association.

A prominent feature of National Pharmacy Week will be APhA's display contest in which pharmacists, colleges, associations and hospitals and clinics will compete for awards in four categories for the best displays. Pharmacists are urged to send to APhA for the official entry form and the free official National Pharmacy Week window streamer.

Public Relations Kit

To help the pharmacist with his public relations program, APhA has prepared a brand new public relations kit. Here in one attractive and compact package are suggestions, aids and ideas for educating the public. Contained in the kit are radio and television spots, press releases, interviews, addresses, editorials, ad mats, proclamations for mayors and governors and information on other available material for a year-round public relations program. This kit is available at the minimal charge of $2 and can be obtained by writing directly to APhA headquarters.

Three main themes are stressed in the kit:

> pharmacy recruitment — showing the need for more young people to enter the pharmacy profession.

Prescription drugs are the biggest bargain—revealing how today's miracle drugs save lives and save money for patients by reducing hospital stays and treatments.

Mail-order prescription schemes—describing the public health hazards inherent in such operations.

Considerable care and planning has gone into the public relations kit and it contains more material than ever for the practicing pharmacist. Two new features have been added. Two five-minute radio interviews (with time allowed for a 30-second announcement) have been prepared. One interview deals with mail-order prescriptions and one with the cost of prescriptions. Combined the two interviews could make a very interesting ten-minute feature. Pharmacists are urged to make use of these interviews on their local radio or TV stations.

GOOD LIGHTING

OILETRIES
SHAMPOOS

Carville's Pharmacy, 251 West Street, Annapolis, effectively points up the merchandise on its wall shelves with concealed fluorescent lamps. The same source of illumination also lights the signs which identify the types of products on display.

sets the scene for MORE SALES

Accent lighting adds to the sales appeal of products you display. It spotlights . . . directs the buyer's eye. It flatters packaging in a way that implies quality of the merchandise and leads to impulse buying—a surefire way of jingling the bell on the cash register.

If you want your showcases to be more appealing to customers—to ring up more sales—we'll be glad to have our lighting engineers make a free survey and submit recommendations for "Lighting to Increase Your Business." No obligation. Call LExington 9-8000, Ext. 2128.

Industrial Power Dept.

BALTIMORE GAS AND ELECTRIC CO.

Another new feature is the inclusion of two 15-minute public address on recruitment and the cost of drugs. Entitled "Careers in Pharmacy—Progess and Professional Purpose," the one address emphasizes the need for more pharmacists today.

The second address, entitled "Medicines Are Your Biggest Bargain," explains how the cost of drugs today is relatively low when compared with the services the medications give, the health they provide and the cost of other necessities. Available on loan with this address are 12 slides. No charge is made for the use of the slides but requests for them should be made immediately as there is only a limited number of sets. The address can be used with or without the slides.

Along with other new features are nine radio spots, three editorials, a news release, a fact sheet on National Pharmacy Week, and two ad mats measuring two columns by four inches and three columns by five inches each using brand new artwork.

Greater stress has been laid on television with nine TV spots of a general nature and three for use with a special telop which emphasizes the progress pharmacy has made through the years. The telop shows a modern prescription vial standing in front of an ancient flask illustrating graphically the progress pharmacy has made from mystical potions to modern pharmaceuticals.

The telop for National Pharmacy Week will be mailed to all TV stations in the United States in plenty of time to be scheduled for showing the week of October 2-8. Pharmacists should also visit their local TV and radio stations with the telop and the various spot announcements and arrange for time on the station as a public service feature.

To make sure that radio and TV stations will make time available and that newspapers and magazines will have space for pharmacy week promotion, pharmacists should contact the various media now and begin making arrangements. Everyone is urged to participate in the nation-wide promotion and to do his part in telling the story of pharmacy to the public.

— 1960 NEW PHARMACEUTICALS — JANUARY THROUGH JUNE

Likelihood that the drug industry is headed for a record breaking introduction of 700 new pharmaceuticals in 1960 has been voiced by William C. Felter, publisher of the PHARMINDEX reference service.

Noting that PHARMINDEX has reported 344 new products in the first six months of 1960, Felter stated that continuation of this pace, plus the normally higher rate of introduction of new products during the Fall, will take the 1960 total past the 700 mark. This compares with 564 new pharmaceuticals introduced during 1959.

The PHARMINDEX count of 344 products marketed during the six month period includes only new ethical pharmaceuticals being promoted to the medical profession. In addition, 203 product changes were reported for a total of 547 listings to the mid-year point.

Atomic age development which have made entirely new areas of research, development and production available to pharmaceutical manufacturers may have brought new hopes for better health and greater longevity to mankind but they have created new problems for practicing pharmacists. The increased rate of product development, the complexity of many of the new pharmaceuticals and the rapid acceptance and use of many of these new products have burdened the pharmacist with the need for technical information at a rate and in quantities never before dreamed of.

OREOLE PROVES
your customers, not you,
pay for your air conditioning.

CUSTOMERS CALL OFTENER
stay longer, buy more

BUSINESS INCREASES
up to 40%

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efficiency
increases

YOU CAN BE SURE . . . IF IT'S Westinghouse
SURE OF MORE BUSINESS—MORE PROFITS

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Summer
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and
Special
terms to
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The
OREOLE
Refrigeration Co.
2308-10 Frederick Ave.
Baltimore 23, Md.

DO IT NOW

If August lasted sixty-two instead of thirty-one days, no one would be in a hurry to prepare for Autumn during the dog days. Hard as it may seem, this is the time of the year when a pharmacist must do his very best thinking about up-front departments. Now is the time to make decisions about new lines, changed departmental emphasis, and while very late, store renovations, minor and major.

As a quick check list to help you get ready for fall and increased business, we submit the following as a list of things to do:

1. Make sure your prescription department reflects your professional standing. Be certain that, insofar as possible, its appearance dominates your entire store. Perhaps a new sign or slight layout change will be necessary, but whatever time and money are involved, it will be the best investment you can make.
2. Check to see that your proprietaries are concentrated in an area near the prescription counter. This section should be kept clean as a whistle with labels and sizes readily visible for self-service and reminder sales. If you are worried that some items shouldn't be in the reach of toddlers or are subject to pilferage, etc., locate them behind a nearby counter where clerks won't have to leave the section to obtain them.
3. Baby Goods are a good traffic draw. Make your department as complete as possible and don't forget to include a line of modestly priced, but attractive toys, etc. for impulse buys.
4. A fountain, if you have one, should serve nothing but the very highest quality food and beverages. If you count on yours to produce a real

SCHRAFFT'S®
CHOCOLATES

Feature the candy that creates quick turnover and repeat business. Profit by the ever-growing demand for Schrafft's —recognized by candy-lovers everywhere as supreme in quality and flavor.

It pays to promote Schrafft's Chocolates!

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Schrafft's
Miniature Chocolates

profit, try upgrading everything this year. You'll notice check totals will rise in the same proportion. Keep an eye on everything served for the next few days and see if it has a maximum of appeal.

5. Sundries, greeting cards, etc. soon look shopworn and the fixtures that you display these items on seem to take more of a beating than others too. There doesn't seem to be any sure way to avoid this wear and tear, but constant attention will keep it all looking its best.
6. Cosmetics need the attention of someone on a full-time basis if they are to produce all their inherent profit. The diversity and depth of lines to be handled militates against a clerk doing it with her left hand. We suggest, as we have before, that you employ a professional cosmetician and set your cosmetic department aside from all others in the store. Its appearance should be feminine, clean and with a modicum of privacy provided if at all feasible.

Your own store will have things to check and consider above and beyond the brief list we've presented, but one thing common to all is what to buy for this coming season. As an immediate guide-line we suggest you check the pages of women's magazines, and especially the *Journal*, too see what's being advertised in August for Autumn sales. When a salesman urges you to take on a new line, or extend one that you have, ask where the advertising budget is being placed. If his answer is in the *Journal* and other women's magazines, you're on safe ground buying. If his answer on the other hand is a vague reference to "TV spots" and "all the big magazines," be wary. Women buy specifically what is advertisted to them specifically, and a smart pharmacist capitalizes on the products that do it.

THEY WENT THAT-A-WAY...

Abbotts and Jane Logan DeLuxe Ice Creams travel from freezer to customer as fast as a cowboy draws his shootin'-iron.

If you want your cash register to have a spur-like jingle, jangle, jingle give us a ring at

EDMONDSON 6-4000

ABBOTTS DAIRIES, INC.
45 S. CATHERINE ST.
Baltimore, Md.

NOW YOU CAN SERVE HOT IN-FRA-RED TOASTED SANDWICHES WITHOUT EQUIPMENT OR LABOR COST!

A NEW NATIONAL SERVICE, Stewart In-Fra-Red, Inc., will provide you with a Stewart In-Fra-Red cookery and fresh cellophane wrapped sandwiches delivered regularly to your store. Placed in the cookery, the sandwiches are toasted in three mintutes by modern efficient in-fra-red cooking. You serve the sandwiches to your customers sanitarily wrapped in cellophane.

WHAT DOES THIS COST YOU . . . NOTHING . . . not one penny for equipment, lease, or hidden charges. All you do is purchase a minimum of sandwiches each week. Your Stewart In-Fra-Red Commissary furnishes you with the attractive Stewart In-Fra-Red Cookery and delivers fresh sandwiches of choice ingredients made with the complete approval of your Board of Health. Attractive menu signs also furnished.

THE NEW IDEA . . . originated by Stewart In-Fra-Red, Inc., . . . is in over 15,000 fountain and food service concerns in cities from coast to coast. Every Stewart In-Fra-Red Commissary is an established local business. You may consult your Chamber of Commerce, Dun and Bradstreet, and Better Business Bureau.

Call or write for a free demonstration:

Stewart In-Fra-Red Commissary

360 SOUTH DUKELAND STREET
BALTIMORE 23, MARYLAND
CEnter 3-9110

In sorrow the thoughts of your friends blends with yours.

JOHN EDWARD SCHMIDT

We are sorry to report the passing of John Edward Schmidt on July 25, 1960 at the age of 66.

Mr. Schmidt a native Baltimorean attended the Polytechnic Institute and graduated from the University of Maryland School of Pharmacy in 1914.

A resident of Hamilton for 60 years, Mr. Schmidt was employed as a pharmacist at Purdum's Pharmacy—now Arcade Pharmacy—for 48 years.

Mr. Schmidt took great pride in his profession. He was a gentleman that was respected by all who came in contact with him. He was a life-long member of the Maryland Pharmaceutical Association.

We extend our sympathy to his wife and daughter who survive him.

DAVID B. GETZ

It is with regret we record the sudden death of David B. Getz on July 31, 1960.

Mr. Getz, who was retired at the time of his passing, conducted a drug store in Bel Air for many years.

He graduated from the University of Maryland School of Pharmacy in 1913. He served as president of the School of Pharmacy Alumni Association in 1938-39. Mr. Getz was a member of the Maryland Pharmaceutical Association. He continued to attend Alumni and Association meetings up to the time of his death demonstrating a keen interest in his chosen profession.

Sympathy is extended to his bereaved family.

SAMUEL S. COHEN

It is with deep sorrow we note the sudden passing of Samuel S. Cohen on August 1, 1960, at the age of 59.

Sam was the Executive Vice President of Taft, Warren and Taft of Baltimore. Although not a pharmacist, he was closely associated with pharmacists, and the drug business. He acquired a host of friends. He supported everything pharmaceutical.

Sam was Honorary President of the Travelers Auxiliary of the Maryland Pharmaceutical Association at the time of his death. He was a member of the Arex Club and many civic and fraternal organizations. His affable personality will be missed by all who were fortunate enough to know him.

We extend our heartfelt sympathy to his bereaved wife and daughters.

EIGHT DEGREES IN GIVING

by Maimonides

He who gives grudgingly, reluctantly, or with regret.

He who gives less than he should, but gives graciously.

He who gives what he should, but only after he is asked.

He who gives before he is asked.

He who gives without knowing to whom he gives, although the recipient knows the identity of the donor.

He who gives without making his identity known.

He who gives without knowing to whom he gives, neither does the recipient know from whom he receives.

He who helps a fellow man to support himself, by a gift, or a loan, or by by finding employment for him, thus helping him to become self-supporting.

**PATRONIZE
OUR ADVERTISERS
THEY ARE OUR FRIENDS**

Borden dealers love Elsie because she does an outstanding job. All she thinks about is selling MORE ice cream for them—day in, day out.

Borden's
ICE CREAM
ORleans 5-0171

the orally effective
uterine relaxing hormone

Lutrexin® TABLETS

(H.W.&D. brand of lututrin)

IN PREMATURE LABOR
THREATENED AND HABITUAL ABORTION
AND DYSMENORRHEA

LUTREXIN has been used successfully in functional dysmenorrhea[1,2] for the past six years, as well as in selected cases of premature labor[3,4,5] and threatened and habitual abortion.[6,7]

LUTREXIN exerts an indirect, as well as a direct, relaxing action on the uterus by blocking the pituitary hormones.[8]

LUTREXIN administered orally decreases uterine contractions within thirty minutes.[1,9]

LUTREXIN is a naturally occurring, non-steroid, uterine relaxing hormone, biochemically different from other ovarian hormones.

1. *Jones, G. S. and Smith, F.: Am. J. Obstet. Gynecol., Vol. 67, No. 3, 628-633, 1954.*
2. *Jones, Scott S.: Northwest Medicine, Vol. 54, 1253-1254, 1955.*
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8. *Bryant, H. H.: to be published.*
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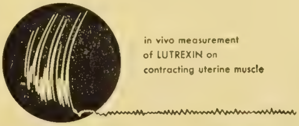

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The strength of any structure, whether building or business, is dependent upon the foundation.

Hendlers have built on the foundation of QUALITY from the beginning, and there is no better foundation in ice cream or anything else.

It is no accident that Hendlers is first name in ice cream for over a half-century.

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The Velvet Kind
ICE CREAM

THE MARYLAND PHARMACIST

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PRACTICAL • PROGRESSIVE • PROFESSIONAL

VOLUME XXXV **SEPTEMBER, 1960** **No. 12**

FALL REGIONAL MEETING

MARYLAND PHARMACEUTICAL ASSOCIATION

Picturesque
Peter Pan Inn
URBANA, MARYLAND

Thursday, October 20, 1960

Published Monthly by the
MARYLAND PHARMACEUTICAL ASSOCIATION
Subscription Price $2.00 the Year
650 W. Lombard St. — JOSEPH COHEN, Editor — Baltimore 1, Md.

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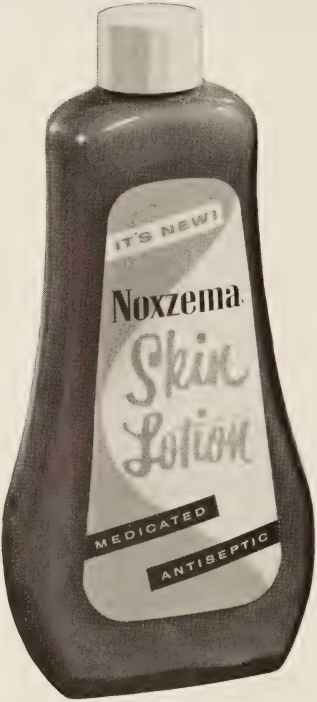
IT'S NEW!
Noxzema
Skin Lotion
MEDICATED
ANTISEPTIC

★ 6 oz. bottle, retail price 89c. A fast growing companion to America's best known skin cream. Stock now for Fall Profits.

NOXZEMA CHEMICAL COMPANY

THE TANGLED YARN
OF THE PHARMACIST
WHO GOT STRUNG UP

"How can you go wrong?" the first salesman asked. "In quantity, they're only $1.00 each, and you sell them for $2.00."

"Now here's a clean deal," the second salesman said. "Usually they are $3.00, but you can have them for only $2.50—that is, if you buy two gross."

The third salesman (or was it the thirtieth?) urged, "Buy a hundred dozen at 50 cents each, sell them for $1.25. Man, that's a *profit*!"

So the pharmacist bought one bargain after another. Then one day his capital was all gone. That was when he found the strings that were attached to each purchase.

Moral

Lilly

The little string that comes with every "bargain buy" is this: You've got to *sell* before you make a profit.

The Lilly policy of wholesale distribution helps avoid overstocking. By buying through a Lilly service wholesaler what you know you can sell, you keep your inventory moving . . . your working capital working.

If you feel you're getting "strung up" in your inventory, route your orders through one of the 300 Lilly service wholesalers throughout the nation.

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high potency B-complex and vitamin C formula

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Doctors remember the well-promoted THERA-COMBEX name because it means assured quality ...dependable vitamin therapy. They recommend this established favorite to speed convalescence after surgery or illness and to correct severe vitamin B and C deficiencies.

Stock, display, and promote THERA-COMBEX... it will mean greater sales for you.

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For treatment of vitamin B and C
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The Maryland Pharmacist

MARYLAND PHARMACEUTICAL ASSOCIATION

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... Editorial ...

PROFESSIONAL OPPORTUNITIES

More and more the professional services of the pharmacist predominates today's drug store. The pharmacist's scientific and technical training and knowledge makes him indispensable to the other members of the health team and the public at large.

This has come about through the phenomenal advances in pharmaceutical and medical research during the past two decades. Research has provided remarkable treatments and cures for the overall betterment of health and longer life. Coupled with an ever increasing growth in population, partly due to the control of death-dealing diseases, the burden of responsibility upon the members of the health team, has increased ten fold. If pharmacists are to maintain their place of high public esteem, they must prepare for and accept their share of responsibility.

All segments of Pharmacy must continue to coordinate their efforts through a smooth system of communication and liaison to assure ultimate health service to all. This can be effectively accomplished by providing a continuous flow of information to the healing professions and the public.

No doubt the Colleges of Pharmacy recognized the need for a better informed pharmacist. As a result, the required pharmacy course of study has been increased to five years as of this year. The course includes expanded liberal arts subjects so that the pharmacist will be on a comparable educated level with others. Of necessity, Pharmacy can no longer be confined to a technical occupation.

Such expansion in knowledge offers the pharmacist additional professional opportunities, the most important, is being put in a position to be more conversant on various subjects with the medical profession as well as the public.

There is a natural tendency to consult the pharmacist on matters pertaining to health. This has been going on for years. Pharmacists have given conscientous advice and invaluable service.

The greatest professional opportunity lies in providing up-to-date and complete impartial product information to the members of the health team—physicians, dentists, veterinarians, chiropodists and nurses.

This can best be accomplished by establishing a definite program to include detailing, mailings, a complete factual library and a new product section. Invitations should be extended to the members of the health professions to visit the pharmacy and otherwise avail themselves of the professional services offered without obligation. The establishment of such a program is keeping abreast of the times. It is the forerunner of progress. It will give your pharmacy the prestige of a recognized and respected health center.

The Professional Relations Committee of the Maryland Pharmaceutical Association recognizing the importance of taking advantage of professional opportunities, both old and new, is gathering pertinent information which it hopes to present as a program for consideration and adoption by the pharmacists of Maryland. This is a meritorious project. If you have any ideas or experiences, please transmit them to the Committee.

In the meantime, take advantage of the changes taking place in pharmaceutical practice. Do not look for the faults alone. Recognize the good aspects as well. Make the best of your professional opportunities. If you don't, your competitor will.

MR. DRUGGIST:

THE No.1 DRUG TURNOVER ITEM*

BAYER ASPIRIN
FOR FAST RELIEF OF PAINFUL DISCOMFORT OF
HEADACHES · COLDS
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5 GRS. EACH
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No.1 DISPLAY SPACE!

GIVE BAYER NO.1 DISPLAY SPACE WITH...

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BAYER ASPIRIN
FAST RELIEF
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AND

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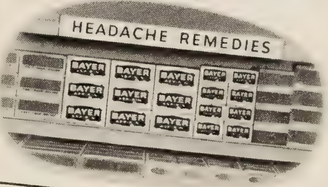
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*More Packages Sold Than Any Other Drug Product

PRESIDENT'S MESSAGE

Dear Fellow Pharmacists:

"WHERE ARE YOU GOING—OR DO YOU CARE?

I was very much disappointed that so few PHARMACISTS from the state of Maryland attended the American Pharmaceutical Association Convention recently held in Washington, D. C. It is rare that we enjoy the privilege of having a national convention of such caliber in our backyard, yet so few of us saw fit to attend and reap the benefits it had to offer. The many sessions, forums, panels and meetings were very educational, informative and inspiring. I firmly believe that this convention was the stepping stone in the formation of a unified and effective national organization which is so sorely needed by PHARMACY if it is to meet and beat the many challenges that lie ahead.

You can feel very fortunate that a few men in your state and a small number of men nationally have given so much of their time and effort in fighting your battles. If not for these devoted individuals, I shudder to think where we, as pharmacists, would be today. An overworked automobile will stop running. Yes, even a tired mule will lie down, and yet, these devoted individuals carry on. Can't you hear them? They are pleading for your assistance, they are crying for your help. Where are you? Why aren't you answering them? Is your answer, "you don't have time"? Is your answer, "you don't know what to do"? Is your answer, "you feel unqualified"? Well, none of us have time and very few of us have the qualifications, yet, we are trying and doing the best we know how. ARE YOU?

I am sure that many of you have excellent and perhaps untried suggestions and ideas which could benefit PHARMACY, but they will never bear fruit if you keep them to yourself or tell them to your neighbor. Bring them out into the open. Let us all hear what you have to say, and the best place to do this is at the next regional meeting to be held at the Peter Pan Inn in Urbana, Maryland on October 20, 1960. Come on out and bring your wife. If you have anything to say, I assure you that you will be heard. I have a few remarks to make, and I would like YOU to hear what I have to say.

Remember, individually we can shout from here to "ECHO" and in all probability we would not be heard, but collectively—Oh boy—, could we give it to 'em.

Time is running out and the burden is getting heavier. What are you waiting for? You had better decide quickly as to,

"WHERE ARE YOU GOING—OR DO YOU CARE?

Sincerely,

HAROLD M. GOLDFEDER
President

Now in the Merck Chemical Division Line

MELOZETS®

METHYLCELLULOSE WAFERS

Melozets are transferred from Merck Sharp & Dohme to the Merck Chemical Division. They are the same high quality product that your dieting customers look for and buy. The only change is the way in which you order them. Melozets are now handled by your local drug wholesaler who provides such fine service on other Merck Chemical Division products. So order Melozets along with the other Merck Chemical Division products you need—from your local wholesaler.

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METHYLCELLULOSE WAFERS
MSD
PATENT APPLIED FOR
A pleasant adjunct in the treatment of the overweight person
TO OPEN CUT ALONG DOTTED LINE

PROVIDES BULK SO OFTEN MISSING
FROM OTHER REDUCING AIDS

INTRODUCTORY BONUS DEAL 1 FREE WITH 11 EXPIRES SEPTEMBER 30

ORDER
NOW
FROM YOUR
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Your Cost per Dozen	$ 9.90
Your Selling Price (@ $1.35). .	$16.20
Your Profit . . .	**$6.30** (39%)

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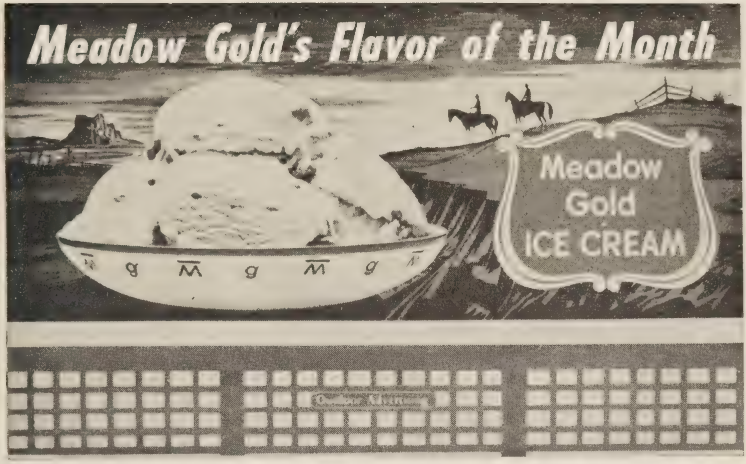
"America's Finest"

If it's for your Soda Fountain—we have it"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Meadow Gold ICE CREAM

Now! The Greatest Outdoor Advertising Campaign in MEADOW GOLD History!

50 BILLBOARDS

Strategically located all over town featuring the "Flavor of The Month", month after month for a full year!

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Tie-in with this great promotion! Feature the MEADOW GOLD "Flavor of The Month" and CASH-IN with bigger sales!

Maryland Board of Pharmacy

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F. S. BALASSONE, B.S.
Secretary

301 WEST PRESTON STREET
BALTIMORE 1, MARYLAND

—NOTICE—

The Maryland Board of Pharmacy will conduct examinations for Registration as Pharmacists at the School of Pharmacy of the University of Maryland, 636 West Lombard Street, Baltimore, on Wednesday, Thursday, and Friday, November 2, 3, and 4, 1960.

The examinations will begin at 8:00 A.M. each day.

Maryland Board of Pharmacy
F. S. Balassone, Secretary

TEDRAL O-T-C SALES ILLEGAL IN MARYLAND

It is illegal to sell any preparation in Maryland containing barbiturates regardless of quantity or federal status.

This is Maryland law and applies to such preparations as Tedral, Primatine, cough and cold preparations, and all agency or imprint remedies.

POTASSIUM PERMANGANATE PREPARATIONS AS PRESCRIPTION DRUGS

Potassium permanganate and potassium permanganate tablets intended for human use are drugs subject to section 503 (b) (1) of the Federal Food, Drug, and Cosmetic Act and should be restricted to prescription sale. Such drugs will be regarded as misbranded if at any time prior to dispensing the label fails to bear the legend, "Caution: Federal law prohibits dispensing without prescription."

In order adequately to protect the public health the sale of potassium permanganate and potassium permanganate tablets are restricted to prescription use only.

DRUG STORE CHANGES

The following are changes in drug stores for July and August:

New Stores

Read Drug & Chemical Co., 1762-1866 Merritt Blvd., Dundalk

Bettigole's Professional Pharmacy, 1110 Spring St,. Silver Spring, Philip Bettigole, Prop.

Alfred Abramson, Eastern Pharmacy, 325 South Marlyn Ave., Essex.

Arundel Pharmacy, 419 Ritchie Hwy. South, Glen Burnie, Donald Rosen, Prop.

Coral Place Drugs, Inc., (Dart Drug), 14-16 Coral Place, North, Lexington Park. Herbert H. Haft, Pres.

Change of Ownership

Capitol Heights Pharmacy, 6112 Central Ave., Capitol Heights, Alvin Stark & Mayer N. Freed, Props. Formerly - Albert Goldstein.

Faulkland Pharmacy (Hillendale Pharmacy, Inc., Samuel Morris, Prop.), Formerly Philip Bettigole, Prop., 1401 East-West Hwy., Silver Spring.

Eldridge's Pharmacy, Inc., Jean K. Eldridge, Pres., 7200 North Point Rd., Sparrows Point. Formerly - Jean K. Eldridge, Prop.

Windsor Drug Company, Inc., 3726 Windsor Mill Rd., Baltimore, Milton

Levine, Pres. Formerly - Windsor Drug Co., Harry Prostic, Prop.

Jarrettsville Pharmacy, Jarrettsville, Arnold Jay Neuburger, Prop. Formerly - Jarrettsville Pharmacy, Inc., John Padousis, Pres.

Out of Business

Smallwood Pharmacy, 1654 North Smallwood St., Baltimore, Isadore Horwitz, Prop.

Anoff's Pharmacy, 1221 Bonaparte Ave., Baltimore, Samuel Anoff, Prop.

Lynne Drug Company, 2101 North Broadway, Baltimore, Samuel S. Yaffe.

Tomney's Pharmacy, 6240 Bellona Ave., Baltimore, James Thomas Tomney, & Wm. G. Christmas, Partners.

Wagner & Wagner, 400 West Baltimore St., Baltimore, Raphael H. Wagner, Prop.

Changed to a Corporation

Mondawmin Drug Company, Inc., 2441 Reisterstown Rd., Baltimore, Edgar M. Silberg, Pres.

St. Mary's Pharmacy, Inc., Washington St. & Park Ave., Leonardtown, Michael Sachs, Pres.

Change of Trade Name

Karpa's Drug Center of Pikesville, 1402 Reisterstown Rd., Pikesville, Maurice J. Karpa, Pres. & Treas., Formerly Karpa's Sun Ray, Pikesville.

BOARD OF PHARMACY NOTICE

James Edward Reader, Jr., 2864 Potee Street, Baltimore 25, Maryland, was fined $100.00 and costs by Magistrate Milton Saul on August 23, 1960, at the Northern Police Station, for practicing pharmacy without a license.

On August 5, Reader surrendered his certificate of registration as a pharmacist in this State to the Maryland Board of Pharmacy for having presented false data on his application to take the State Board examination.

sales are a dealer's best friend

No one knows that better than Abbotts Dairies, Inc., makers of quick-on-the-sell Abbotts Ice Cream.

Not only does Abbotts manufacture a fine ice cream that outranks its competition in impartial taste tests but supplies the dealer with point-of-sale advertising and merchandising aids that make sales increase as fast as bunny rabbits.

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FAIR TRADE STICKER NOTICES

A.S.R. PRODUCTS CO.—Page 1

Item	F.T.M.
1 only Gem "Special" Razor with 3 blades in Plastic Box	.59
1 pkge. Gem S/E Blades 18/1 e with Dispenser of Scotch Cellulose	.98

C. B. FLEET CO.—Page 30

Item	F.T.M.
Fleet Phospho-Soda—16 oz.	$ 1.59
Fleet Phospho-Soda—6 oz.	.79
Fleet Phospho-Soda—2½	.39

GROVE LABS., INC.—Page 35-B

Item	F.T.M.
Grove's 4-Way Cold Tabs.—12's ..	.39
Grove's 4-Way Cold Tabs.—30's ..	.69
Grove's 4-Way Cold Tabs.—50's ..	.98

E. R. SQUIBB & SONS—Page 94

Item	F.T.M.
Ascorbic Acid Tablets Squibb	
1925 50 mg. C.T. Bot. of 100 ..	$ 1.00
1928 50 mg. C.T. Bot. of 100 ..	9.25
1945 100 mg. C.T. Bot. of 100 ..	1.69
1948 100 mg. C.T. Bot. of 100 ..	16.35
1965 250 mg. C.T. Bot. of 100 ..	3.49
1968 250 mg. C.T. Bot. of 1000 ..	31.00
1975 500 mg. C.T. Bot. of 100 ..	6.49
1978 500 mg. C.T. Bot. of 1000 ..	56.70

J. B. WILLIAMS—Page 106

Item	F.T.M.
Aqua Velva - Medium	.69

PERSONAL PRODUCTS—Page 74

Item	F.T.M.
Modess—12's	.45—2 for .89
Modess—24's	.87
Modess—48's	$ 1.73

Think big and you will be big. You will live big in happiness; big in accomplishment; big in income; big in friends; big in respect.

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Loewy Drug Digest

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School of Pharmacy, University of Maryland, News

ALUMNI ASSOCIATION, SCHOOL OF PHARMACY, UNIVERSITY OF MARYLAND. ANNUAL LUNCHEON DURING CONVENTION OF AMERICAN PHARMACEUTICAL ASSOCIATION

By B. Olive Cole, Chairman, Publications Committee

The Club Room of the Shoreham Hotel in Washington, during the Convention of the American Pharmaceutical Association, which Association numbers many members who are graduates of the School of Pharmacy, University of Maryland, was the location of the mid-day luncheon of the Alumni Association of the School on Wednesday, August 17, 1960.

There were no speeches, but Dean Noel E. Foss described the new buildings of the University of Maryland which have recently been completed and occupied - the Student Union Building and the Science Library of the combined faculties on the Baltimore Campus.

Dr. Frank J. Slama, Executive Secretary of the Alumni Association, outlined the many activities of the Association, especially the three major annual affairs - the Fall Frolic, the Valentine Party and the Annual Banquet in June.

Those in attendance included officers of the Alumni Association and of the Maryland Pharmaceutical Association, together with several graduate students from the School. The responses of those who answered roll call evidenced pleasure in meeting old and new friends and good fellowship prevailed.

Those in attendance included:

Benjamin F. Allen, Associate Professor of Pharmacy
William B. Baker, S. B. Penick & Co., New York
Mrs. William B. Baker
Francis S. Balassone, Chief Division of Drug Control Maryland State Department of Health
Frank Block, Retail Pharmacist, and Mrs. Block, Baltimore
Richard Barry, Schering Corporation, Bloomfield, N.J.
C. Jelleff Carr, National Institute of Health, Bethesda
George J. Cosmides, guest of Dr. Carr
Irving I. Cohen, President, Alumni Association of School of Pharmacy
Joseph Cohen, Executive Secretary, Maryland Pharmaceutical Association
B. Olive Cole, Emeritus Professor, School of Pharmacy
Mary Ann Coleman, Pharmacist, Bayonne Hospital, N.J.
Mary W. Connelly, Pharmacist Medical Health Center, Baltimore.
John Cunzeman, Smith, Kline & French Laboratories, Philadelphia, Pa.
Amelia C. DeDominicis, Chemist, Maryland State Department of Health.
John E. Donaldson, Peoples Drug Stores, Inc. Washington
Mrs. Andrew G. DuMez
Noel E. Foss, Dean, School of Pharmacy, and Mrs. Foss
Mrs. Emma Frey, Pharmacist, Woodlawn Pharmacy, Baltimore
Milton A. Friedman, Pharmacist and Chairman of Pharmacy Week Committee, Maryland Pharmaceutical Association
Harold Goldfeder, President, Maryland Pharmaceutical Association
Georgianna S. Gittinger, Instructor, Pharmacology, School of Pharmacy
Samuel W. Goldstein, Chemist, American Pharmaceutical Association, Washington
Nathan I. Gruz, Retail Pharmacist
Ursula E. Heyer, Chief Pharmacist, Johns Hospital

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Iron (as sulfate)	10 mg.
Copper (as sulfate)	0.15 mg.
Iodine (as calcium iodate)	0.1 mg.
Manganese (as sulfate)	0.05 mg.
Magnesium (as oxide)	0.15 mg.
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L. M. Kantner and Mrs. Kantner, Baltimore, Md.

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Morris Yaffe, Pharmacist, Chevy Chase Maryland.

REGULAR MEETING
BALTIMORE METROPOLITAN PHARMACEUTICAL ASSOCIATION
Kelly Building, 650 W. Lombard St.
THURSDAY, NOVEMBER 17, 1960
10. P.M.
Refreshments—Prizes
Ladies and Non-Members Invited.

SPOTLIGHT PRODUCT OF THE MONTH

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. CONTRIBUTIONS .

THE PHARMACY OF HEXACHLOROPHENE

by B. F. Allen*

Hexachlorophene, U.S.P., commonly known as G-11[a], is a white crystalline substance having a melting point of 161° - 167° C. It is practically insoluble in water, the water solubility being less than 0.001 per cent. The compound is weakly acidic in nature and is soluble in dilute solutions of fixed alkali hydroxides.

Also, 0.5 Gm. of hexachlorophene is soluble in 100 ml. of a 10 per cent solution of either Tween 20 or Tween 80[b]. The compound does not dissolve immediately in the Tween solution, but complete solubility is effected upon several days' standing with occasional agitation. The solution can be more readily prepared by dissolving the hexachlorophene in the Tween with the aid of heat (water-bath) and then adding water to bring the solution to the desired volume.

Hexachlorophene is soluble in organic solvents such as ethyl alcohol, acetone, propylene glycol and polyethylene glycol 400. It is freely soluble in corn oil, olive oil, cottonseed oil and white wax. It is relatively insoluble in glycerin and white petrolatum. Although the compound is relatively insoluble in liquid petrolatum, it can be placed in solution in this liquid by dissolving it in four parts of Span 85[c] and adding this solution to the liquid petrolatum.

The use of hexachlorophene in soap and other products for the purpose of "degerming" the skin has become very extensive in recent years because there seems to be very little question of its ability to reduce the number and to inhibit the metabolism of pathogenic microorganisms that occur naturally in the skin bacterial flora. Products containing hexachlorophene are used for per-operative scrubbing and pre-operative and post-operative preparation of patient's skin. It is used in concentrations of 2 to 3 per cent in bar and liquid soaps and in detergent preparations, and in concentrations of 0.5 to one per cent in products that are applied to the skin undiluted.

The continuous hour-after-hour degerming action of hexachlorophene is the secret of success behind many leading soaps, creams, lotions and other beauty products. This compound provides protection against bacteria between washings. It leaves a microscopic anti-bacterial deposit that does not rinse off but stays on to stop the growth of trouble-making germs deep in the skin. For users of these products, it means fresher, cleaner skin, better protection against skin blemishes, and effective deodorizing action.

Hexachlorophene has been suggested for use as a bactericidal, fungicidal and preserving agent in such preparations as toothpowders, toothpastes, ointments, creams, and lotions. Addition of 0.5 per cent of G-11 to formaldehyde solution for disinfection of surgical instruments enhances the action of the solution, especially against spores. It also appears to have some merit as an additive in shampoos.

A bland oil-in-water lotion base, containing one per cent of G-11, was used both on newborn and slightly older infants, and was found highly effective in reducing the incidence of impetigo and miliaria. It was recommended that such a lotion be employed, rather than a sulfathiazole ointment, as the latter,

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*Associate Professor of Pharmacy, University of Maryland.

[a] Trade mark of Sindar Corp., New York, N.Y.

[b] Polysorbate 80, U.S.P.

[c] Trade mark of Atlas Powder Co. for sorbitan trioleate

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although equally effective, might cause reaction due to sensitiveness to sufonamides. A mildly alkaline lotion containing G-11 was somewhat better tolerated than an acid lotion, with the former having greater antibacterial activity.

One investigator has stated that, "in the past, antiseptic soaps were not helpful in preventing the spread or recurrence of skin infections," but that "the recently introduced soaps and shampoos containing hexachlorophene seem more promising." Some patients who suffer from recurrent folliculitis and boils appear to be helped by G-11 soaps if used for ordinary toilet purposes.

Proper local hygiene is an important therapeutic aid in the treatment of pruritis ani. G-11 in the form of pHisoHex was found to be a practical preparation for this purpose and proved to be a useful, effective adjunct in the therapy of this annoying condition.

It has been reported that the incorporation of G-11 into the final neutral rinse in the laundering procedure is capable of inhibiting the migration of bacteria through wet or dry linen and thus decrease the possibilities of wound infection in hospitals, etc.

Under controlled use conditions, certain mineral oil lotions preparations, fat base deodorants, and both aqueous and alcoholic vegetable oil hair dressing preparations, containing G-11, were found to be effective against general skin and scalp organisms. However, G-11 was not as effective in these oil media as in soap solutions, even when its concentration present at the site of application was higher than that existing in the soap lather. Since G-11 is preferentially soluble in oils, it is believed that the hexachlorophene does not make as effective contact with the bacteria on the skin surfaces as when used in soap or other aqueous media.

A hand lotion with G-11 is recommended for reducing the incidence of industrial dermatitis.** The lotion will greatly aid in diminishing the possibility of secondary infections when machine oils, solvents and other irritating substances come in frequent contact with the workers' skin.

A germicidal cosmetic powder has been formulated with G-11 and contains other ingredients for promoting adherence of the powder to the human skin.

Patented veterinary anthelmintic compositions effective for the elimition of worms from the alimentary tracts of animals contain G-11 as an essential active ingredient.

A cleaning and disinfecting solution for dentures is composed of a mixture of a water-soluble salt of G-11, a surfactant, and a scale-disintegrating material.

The AMA Council on Pharmacy and Chemistry at one time recognized its use for decreasing the incidence and severity of various dermatoses and pyogenic skin infections. However, evidence for prevention or treatment of acute inflammatory skin diseases and pyogenic skin infections such as carbuncles, impetigo, etc. have been reviewed by this group and they found that the data are based "on poorly controlled experiments and are too meager to warrant continued recognition of such claims."

One might very well think that the control of body odor is a modern problem, but actually the so-called "fear of offending" dates back to early civilizations which lacked even the common cake of soap. They too were aware of the fact that there was such a thing as body odor and they attacked the problem the only way they knew how—with perfumes.

The deodorants in use today contain anti-bacterial agents, such as hexachlorophene, which inhibit the growth

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** which is largely caused by bacteria on and in the skin, which bacteria enter the lesions of cracked skin and cause infection

PRO
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Promises, we regret to say, are too often loosely given in today's competitive business world. (Can many of the products we see advertised deliver their promises? We doubt it.) Yet the public, eager for easy triumph, seems willing enough to accept them. At the risk of sounding old-fashioned, we at Youngs, continue to put our faith in "our word is our bond." To the consumer, we promise **safety, sensitivity** and **satisfaction.** To the pharmacist, we promise **product perfection** and **profit protection.** In all cases, we deliver . . . and we always will. **YOUNGS RUBBER CORPORATION**

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of odor-causing bacteria in perspiration. This anti-bacterial agent has a tendency to cling to the skin thus continuing to retard the growth of bacteria which are the cause of perspiration odors.

Deodorants containing hexachlorophene as an ingredient offer the user several advantages: (1) the product can be applied to al parts of the body, (2) there is no reaction with clothing, thus avoiding damage to fabrics, (3) the transfer of the active material to clothing prevents the development of fabric odors, (4) there is very little, if any, irritation caused by this chemical substance.

Since hexachlorophene is used in soap, deodorant preparations, hand creams and lotions, hair oils, hair dressings, baby lotions, talcum powders, foundation creams, shaving creams and after shave lotions, etc., it therefore comes in contact with many perfume materials and perfume compounds. It is reported that hexachlorophene does not affect the original olfactory note. However, it tends to dampen the odor of the perfume materials and this effect is more pronounced in perfume compounds. The color of most perfume materials is unaffected by hexachlorophene.

Hexachlorophene has been found to be effective in rendering rubber definitely antiseptic. A household glove[d] is currently on the market and advertised that it is made with germ-fighting hexachlorophene which controls bacteria and prevents odor formation.

The literature is replete with statements that hexachlorophene does not produce any significant irritation or sensitization of the skin. This non-irritation of the skin is further established by its use in billions of cakes of soap and millions of units of cosmetic and pharmaceutical products such as lotions, oils, powders and ointments for babies as well as adults. However, even though hexachlorophene is well tolerated, cases of true contact sensitivity to this chemical have been encountered.

Several toothpastes containing hexachlorophene are being produced today and their extensive advertising claims include longer and more complete protection against decay germs and "bad breath."

Also, it is stated that dental scientists have learned that a hexachlorophene toothpaste kills bad breath and decay germs not only better than any of the four leading toothpastes, but even better than when a person uses a leading toothpaste followed by a leading mouthwash. In other words, it gives you the benefits of toothpaste plus mouthwash, and then some. It is further stated that hexachlorophene continues to protect users between brushings.

The following specific prescription formulas are illustrative of the nature of the present use of hexachlorophene.

Miliaria Treatment

Hexachlorophene	0.5
Boric acid	3.0
Diluted alcohol, U.S.P., q.s.	100.0

Skin Degermation

Hexachlorophene	0.1
Cetyl alcohol	0.5
Isopropyl alcohol	70.0
Distilled water, q.s.	100.0

Anesthetic Burn Lotion

Glycerylmonostearate, S.E.[e]	2.0
Propylene glycolmonostearate	2.0
Stearic acid	3.2
Isopropyl palmitate	2.9
Stearyl alcohol	1.0
Lanolin	2.5
Triethanolamine	1.5
Oleic acid	3.0
Propylene glycol	4.0
Distilled water	72.4
Alcohol	4.0
Benzocaine	1.0
Hexachlorophene	0.5

---

[d] STERI-TEX, Faultless Rubber Co.

[e] self-emulsifying type

Why Unicap vitamins are mixed under a blanket

Surgeons are not content with merely sterilizing all the equipment in the operating room. They add ultraviolet lamps to sterilize the very *air* in which they work.

In making Unicaps, Upjohn goes even further. They actually *remove* the air — which automatically removes any possibility of air-borne contamination.

This is done by mixing the vitamins under a blanket of carbon dioxide which, being heavier than air, forces all air out of the vats.

And, because some vitamins break down in the presence of air, this removal of air has the added virtue of protecting the *potency* of Unicaps.

This is only one of hundreds of separate safeguards used in the manufacture of Unicaps. And this is another reason why . . .

It pays to

Unicap
Multivitamins
Upjohn

display and push the brand your customers know and trust:

Unicap

TRADEMARK, [illegible]

Upjohn

THE UPJOHN COMPANY
KALAMAZOO, MICHIGAN

Medicine . . . designed for health . . . produced with care

Tyrothricin Compound Ointment

Mercury oleate	0.4
Cresol	0.75
Hexachlorophene	0.5
Tyrothricin	0.05
Coal tar	1.0
Greaseless ointment base, q.s.	100.0

Liquid Deodorant

Hexachlorophene	0.25
Glycerin	6.0
Aluminum chloride	8.0
Alcohol	14.0
Distilled water, q.s.	100.0

Deodorant Powder

Hexachlorophene	1.0
Menthol	1.0
Thymol	2.0
Boric acid	20.0
Calcium carbonate	30.0
Talc, q.s.	100.0

Diaper Rash Treatment

Silicone Fluid	3.0
Allantoin	0.2
Hexachlorophene	0.25
Emulsion lotion vehicle, q.s.	100.0

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IPANA TOOTHPASTE[2]
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MUM (w/M-3[1])
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SCRATCHEX
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[1] designations for hexachlorophene
[2] the new type

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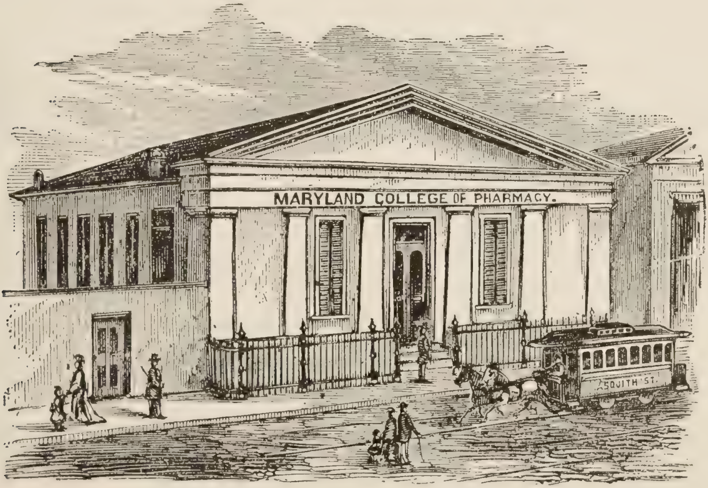
NOTES ON THE EARLY HISTORY OF PHARMACY IN MARYLAND

By B. Olive Cole

The early life of the Maryland College of Pharmacy may be compared to that of young married couples. The group had been organized as the Maryland College of Pharmacy on July 20, 1840. The college had the blessing of the State of Maryland through Articles of Incorporation signed by Governor William Grason on January 27, 1841. It was desirable to have a real home. Like many institutions of humble beginning, the college experienced a certain itineracy, more healthy than otherwise, which in each instance followed the path of acknowledged improvement and promotion.

Beginning the work in a small rented room located on Gay Street, north of Baltimore Street, the college moved to a room in the building of the Faculty of Physic, University of Maryland. From 1856 to 1858, the college was located at Calvert and Water Streets, the rent being $100.00 per annum. In 1858 it was moved to rooms in the Maryland Medical and Chirurgical Faculty then at 47 North Calvert Street, and in 1868 to halls at 12 West Baltimore Street, with an annual rent of $200.00. In 1876 the college purchased a granite front building, formerly a public grammar school owned by the City of Baltimore, on Aisquith just north of Fayette Street.

Of great interest are the statements recording the methods of financing the building. On February 12, 1876 the president of the college was authorized to offer $2000.00 for the public school building on Aisquith Street and a committee of three was named to confer with the authorities of the City in reference to the matter. On March 9, 1876, this committee announced to the college the purchase of the building for the use of the Maryland College of Pharmacy. There was a Committee on Collections for the purchase of the building and as amounts were received they were paid to the firm of


MARYLAND COLLEGE OF PHARMACY.
AISQUITH ST.

Sharp and Dohme to be credited on account of the mortgage held by them for the college. In May, 1876 the college resolved that thanks be tendered Sharp and Dohme for the benefits conferred by their liberality in advancing the funds. The mortgage was reported as paid on September 7, 1876. The building was remodelled by placing a central front entrance with recessed doors and iron gates in front of the steps, by removing partitions and forming a classroom in the front of the building, while two rooms in the rear of the building were made one and fitted up as a chemical lecture room and analytical laboratory. A loan of $500.00 was negotiated for fitting up the new building.

We need not greatly exercise our imagination to understand how proud the dedicated members of the college were in their completed enterprise, particularly as they had secured Doctor William Simon as the professor of chemistry and made the course in analytical chemistry an obligatory course. The college secured entire exemption of the college property, real and personal, from taxation. October 12, 1876 was named as the day for the dedication of the new hall, with Dr. Lewis H. Steiner to deliver the address.

In 1882, the Drug Exchange was given the privilege of holding its meetings in the college building, for the annual sum of $50.00. That same year the building was cordially tendered when the formation of the Maryland Pharmaceutical Association was proposed. A convention of colleges of pharmacy was held in 1870 in the hall of the Maryland College of Pharmacy, during the session of the American Pharmaceutical Association, for the purpose of establishing greater uniformity in the instruction and in the requirements for graduation at the various colleges.

Continued growth of the classes soon created a need for more room, and like growing families, the college felt the necessity of a new home. On March 23, 1886 the college decided to erect a new building, and after considering other locations, decided upon placing it on the site of the old building. President Roberts appointed Messrs. Dohme and Eareckson a committee to secure plans for the building and later an architect submitted plans to the Board of Trustees. Then followed plans for financing the new building, part to be raised by a mortgage, with the property as security, and part ($13,000) advanced by members of the college as a loan, this part to be secured by Certificates of Indebtedness of the College, the subscriptions to the certificates to be received until August 2, 1886 by Joseph Roberts and Henry A. Elliott.

A handsome substantial structure was erected and equipped at a cost of approximately $30,000. The building was three stories high with a front of 67 feet and a depth of 85 feet, with lecture hall, library, museum and trustees' room on first floor. On the second floor a pharmaceutical lecture hall seating 200 students and a well-equipped spacious laboratory were provided. The third floor was similarly arranged for work in chemistry, a microscopical laboratory and an herbarium. A home for the janitor was also included in the building. The new building was occupied by the college during the latter part of the session of 1886-87.

Early in 1894 the holder of the mortgage asked the college for payment, and another person accepted the mortgage at the rate of 5% interest. The college was disappointed when funds were asked from the Maryland Legislature, with the consideration of the College giving free scholarships. It was also suggested by Dr. Hynson that the college start a free dispensary. On June 15, 1899 there were informal discussions in regards to the financing of the college and respecting its future policy. In 1902 it was reported that a mortgage

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would have to be taken care of in 1904. On May 8, 1902 an executive committee was named. This committee consisted of Charles Caspari, Jr., Henry P. Hynson, D.M.R. Culbreth and Daniel Base, and they were requested to take full charge of the school, to receive all income, except money received from annual dues of members, and to pay all legal expenditures chargeable to the college.

In 1903 it was stated by Professor Caspari that the Baltimore Medical College was considering the establishment of a school of pharmacy. The future of the college was discussed. Dr. Culreth spoke of the new building to be erected for the University of Maryland and thought that accommodations could be provided for the Maryland College of Pharmacy if it was decided to be identified with the University of Maryland, and if the building on Aisquith Street could be sold. On March 30, 1904, it was reported that the University of Maryland would gladly accept the school and would furnish ample room for lectures and laboratories upon a contingent charge for each student. The great fire of 1904 caused demand for property and Messrs. Charles E. Dohme, Louis Dohme and Henry A. Elliott were empowered to sell the Aisquith Street building. It was sold on June 6, 1904 to Jacob Epstein for the use of the Hebrew Friendly Inn. The Maryland College of Pharmacy moved into and became a Department of the then University of Maryland in 1904. Instruction for the session of 1904-05 began in quarters assigned by the University of Maryland. In 1920 the schools of the University of Maryland merged with the Maryland State College at College Park to form the present University of Maryland.

Many persons were interested in pharmaceutical education during the changes in residence of the school. An outstanding figure was that of Dr. William Simon. His father was a Lutheran minister who died when William was seven years old. William was born in Eberstardt, Germany, February 20, 1844. He was educated at Giessen College, was a drug clerk in Giessen and received the Ph.D. degree from the University of Giessen. He was in the Franco-Prussian War. He was called to America as a chemist in 1870 by the Baltimore Chrome Works. Transplanting himself, he boldly went forth, and in the forty years of service rendered he always recognized duty as pre-eminent and in that fealty wrought ease of consicience and deserved praise, as well as abundantly riches for those for whom he labored.

He was appointed Professor of Chemistry in the Maryland College of Pharmacy in 1872. He received the M.D. degree (honoris causa) from the College of Physicians and Surgeons in 1889, was connected with the Baltimore College of Dental Surgery in 1889 and was also president of the Maryland Pharfaceutical Association. He was the author of the "Manuel of Chemistry" which went through ten or more editions, and he also contributed to domestic and foreign journals. He excelled in simplified assay processes and economic methods of analysis, but it was as a teacher, author and friend that he was best loved and honored.

Dr. Simon was a medium-sized man, raw-boned, thick darkish hair, mustache and full beard, large shapely head, wearing glasses continuously for astigmatism, voice clear, middle-tone and pitch, making him an unique lecturer and speaker, his mind being original and inventive - a man with humor and brightness, popular with students, pharmacists, physicians and friends.

One of the most appreciated medals annually awarded by the School of Pharmacy is "The William Simon Memorial Medal." It was first offered by Dr. Simon and when the building on Aisquith Street was sold in 1904, Dr. Simon donated the proceeds from the Certificates of Indebtedness which he held ($111.00) towards providing the annual medal. This amount was far too small to perpetuate the medal. Donations from graduates and friends were solicited from time to time and in 1953 the sum of $1,030.00 had been credited at the University of Maryland for the purchase of the annual medals. Many young men and women have been recipients of this desirable annual award.

Charles Emile Dohme was also an outstanding figure closely identified with the Maryland College of Pharmacy and who supported it freely and encouraged young men who gave special promise of ability. He was born at Oberkrichen, Germany on March 12, 1843 and came to this country with his parents in 1851. He attended the Knapp's Institute in Baltimore, and was an apprentice in the drug store of Alpheus P. Sharp at Howard and Pratt Streets, Baltimore, serving the full term of four years. He was graduated from the Maryland College of Pharmacy, was president of the College from 1897-1904, and 1907 was awarded the honorary degree of Doctor of Pharmacy by the University of Maryland.

In 1866 he became a partner in the firm of Sharp and Dohme. Being placed in charge of the manufacturing department, he devised a large part of the apparatus needed in the various processes, in which he developed an extraordinary resourcefulness. He established cordial personal relations between the faculty, the members of the college and the students and on numerous occasions gave receptions and entertainments at his home, which were notable for their enjoyable character.

He was president of the American Pharmaceutical Association and for twelve years was a member of the council of that Association in 1901 he was chairman of the Board of Trustees of the United States Pharmacopoeial Convention and had a share in bringing out the Spanish translation of the Pharmacopoeia.

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Mr. Dohme was an active member of the Baltimore Drug Trade Bowling Club and belonged to the Germania Club. He traveled extensively in this country and abroad. He was a great reader and was acquainted with and enjoyed the thousands of books in his private library. He was a liberal patron of the arts and attended grand opera and high-class concerts. His love of music led him to join the Mount Vernon Methodist Episcopal Church choir. He was one of the organizers of the Oratorio Society, in whose renditions he took an active part. He had a deep bass voice.

He was of large frame and stature, over 200 pounds, broad face, massive forehead, thick black hair and mustache, florid complexion, deliberate of action, responsive, capable and efficient at any undertaking, had considerable personal magnetism, was of cheery disposition, easy of approach, willingly imparting helpful knowledge. Truly a great man in business and society, revered by many who knew him. He died on December 7, 1911.

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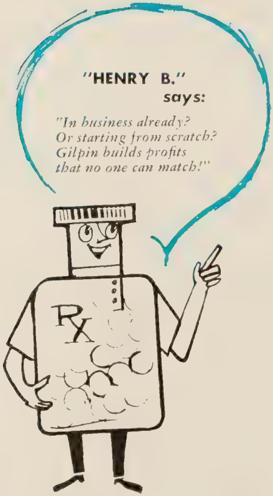
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MARYLAND PHARMACIST COMMITTEE

Wilson Spilker, Chairman
George M. Brandt
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Volume 19 **SEPTEMBER, 1960** **No. 1**

INSTALLATION MEETING

Installation of officers took place at our regular meeting on Saturday, September 10th, at the Park Plaza Hotel. Past President Lou Rockman installed our new president, Dick Crane, along with the other officers and directors elected in Atlantic City.

Stephen Rosenstein, son-in-law of the late Honorary President, Samuel C. Cohen, was presented the Honorary Presidents Gift properly inscribed by the association. A silver tray also properly inscribed was presented by Joseph Muth to retiring President Albert Heydemann with the best wishes of all members.

Prior to the meeting in the absence of Joe Hugg, John Albert, Chairman of the Custodian Committee presented a new fifty-star flag which had been flown over the Capital in Washington on July 4th, last. T. A. M. P. A. once again has its own American Flag.

Tampa was honored by having one of its Past Presidents, Carl C. Manchester (1929) present. Carl was in town attending the regional meeting of the Shrine and took time off to see his old friends.

Retiring President Al Heydemann after making his short swan song presented a gavel to President-elect, Dick Crane, who promptly asked for adjournment and requested that the officers and various committee chairmen remain for a short meeting to map out plans for the coming year.

NEWS ITEMS

Congratulations to Mr. & Mrs. Joseph Herron on the arrival of a 9 pound, 13 ounce baby boy. The big event took place on August 24th, but we understand Joe still has a few cigars left.

We forgot to mention last month that Howard (Lucky) Dickson held the winning ticket on the Emory Helm Memorial Fund drawing for the day and took home $25.00 to prove it.

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-: NEWS ITEMS :-

CONGRESSMAN FOLEY A.PH.A. BANQUET GUEST

The Maryland delegation attending the A.ph.A. Convention in Washington entertained Congressman John R. Foley at the convention banquet.

Shown are: Mr. & Mrs. Harold F. Kinner; Eileen M. Brooks; Secretary and Mrs. Joseph Cohen; Congressman Foley; Paul Pumpian and Victor H. Morgenroth, Jr. Congressman Foley is a member of the House of Representatives Committee for the District of Columbia.

A. PH. A. HOUSE OF DELEGATES RESOLUTIONS

At the final session of the House of Delegates, the American Pharmaceutical Association approved twenty-three resolutions in the interest of better community health.

Association action indicated in the resolutions includes: condemnation of counterfeit drugs with recommendation for increased Federal and State efforts in the detection and elimination of counterfeiting; expression of grave concern over the purchases of foreign pharmaceuticals by agencies of the United States Government since such drugs are not adequately regulated by American laws and such purchases are harmful to the national economy and security; a request for financial support of an expanded research program in the socio-economic aspects of medical care; opposition to the character of pharmacy exhibits such as those held at trade fairs in Belgium, Poland, and Yugoslavia as not typical of the professional aspect of American pharmacy; continuing support of the National Science Fair-International program; support of national programs

THANK YOU

Our office would like to thank each and every one of you who were kind enough to take time out to talk to our representatives regarding Maryland Pharmaceutical Group Insurance revisions.

If we can be of any further assistance regarding any insurance matters please always feel free to call.

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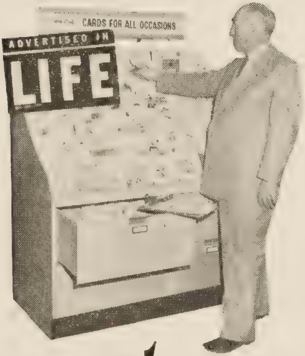

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studying air pollution; several recommendations concerning the status of pharmacists in government service; and a new study of the place of pharmacy in civil defense planning.

Approved and referred to the A.Ph.A. Council were resolutions recommending the publication of a new semi-monthly newspaper which would be distributed to all pharmacists and the negotiation of reciprocal membership agreements with any state association which desires the integrated organizational structure needed in American pharmacy.

Forty-seven additional resolutions on such subjects as advertising, prescription insurance plans, medical care for the aged, and welfare legislation were sent to reference committees for further study.

RONALD V. ROBERTSON 1960-61 PRESIDENT OF A. PH. A.

Ronald V. Robertson, practicing pharmacist of Spokane, Washington, took office as the 1960-61 President of the American Pharmaceutical Association at the concluding session of the 107th national convention.

He is the owner and operator of Spokane's original prescription pharmacy which was purchase in 1923 by his father, who was also a pharmacist. Mr. Robertson joined the firm in 1925.

Born in La Grande, Oregon, on Aug. 5, 1903, he received his pharmaceutical education at Washington State College and holds the Ph.D. and B. Sc. degrees from that institution.

A member of the A. Ph. A. since 1945, he has served as chairman of the Professional Relations Committee for the past eight years. He is a member of the National Pharmacy Committee on Relations with the Health Professions.

Mr. Robertson served as second vice-president and member of the Council in 1954-55 and as first vice-president in 1956-57. He has been a member of the A. Ph. A. Committee on Prescription Tolerances and served for five years as a member of the Washington State Board of Pharmacy and for two years as a member of the Board of Managers of the Washington State Pharmaceutical Association.

He is a member and past president of the American College of Apothecaries and holds membership in Kappa Sigma, Rho Chi, Kappa Psi and Phi Kappa Phi.

GILPIN ANNOUNCES "TOP 115" PROMOTION

Joseph P. Fitzsimmons, General Sales Manager of The Henry B. Gilpin Company, announced the "Top 115" Promotion.

This merchandising program has been researched and organized by Mr. Warren Allen, Manager of the Market Research Department of Gilpin.

The program groups together the "Top 115" fastest selling pre-sold packaged items carried by retail drug stores. These items are then strategically placed on a market tested gondola constructed for maximum economy of space and optimum consumer impact to increase impulse sales.

The utilization of this gondola in a retail pharmacy increases dollar volume and dollar profits by merchandising the fastest selling items most frequently purchased by the consuming public.

Due to the high turnover ratio of these products, they are the ones most frequently merchandised by competing channels of distribution and therefore, most easily lost unless they are aggressively merchandised. Bearing in mind the usual space limitations in retail pharmacies, this gondola has been designed for maximum merchandising impact while being limited to minimum space occupancy.

Mr. Fitzsimmons states that this promotion is but another step in the accelerated merchandising program at Gilpin designed to make available to all their customers the very latest merchandising techniques.

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PRESIDENT'S MESSAGE
BALTIMORE METROPOLITAN PHARMACEUTICAL ASSOCIATION

Dear Fellow Pharmacist:

Two important factors should be emphasized at this time. **One, the** use of the wording "generic formula/equivalent" - **the other,** "National Pharmacy Week."

It has recently come to the attention of many of us, that certain hospitals are using prescription blanks, which bare an inscription on the face of the prescription blank that permits a form of substitution if filled only at the hospital pharmacy concerned. Once this letdown is permitted and we complacently accept such a degenerated state of medical ethics - socialized medicine will arrive. Your Baltimore Metropolitan Pharmaceutical Association has taken action and had this subject taken up by its legal counsel and we have also advised the Chief of Drug Control for Maryland of this condition. You may be assured your Baltimore Metropolitan Pharmaceutical Association will do all in its power to protect the interest of pharmacy in this state.

The second very important topic is National Pharmacy Week, October 2-8, 1960—its your story! Tell it to the public during National Pharmacy Week! In order to further help you, your Baltimore Metropolitan Pharmaceutical Association conducts a window display contest. This contest is separate and distinct from the state-wide contest. It is another aid in helping you win two prizes. In order to give new entries and first time contestants a chance, we have one restriction-no pharmacy week winner of the past five years is eligible for the Baltimore Metropolitan Pharmaceutical Association prize. Three gold cups will be awarded as first, second, and third prizes in the local contest. Gold cups will be presented to the winners at the Baltimore Metropolitan Pharmaceutical Association annual banquet.

Sincerely,

GREGORY W. A. LEYKO
President

LAMBDA KAPPA SIGMA INTERNATIONAL PHARMACY SORORITY CONVENTION

Dr. B. Olive Cole, Emeritus Professor of Pharmacy Administration, University of Maryland School of Pharmacy, was the first recipient of the Award of Merit given by the Lambda Kappa Sigma International Pharmacy Sorority at Detroit, Michigan during the Sixteenth Biennial Convention. The Award was presented to her by Miss Amelia C. DeDominicis of Baltimore, Maryland, who is Grand Editor of the Blue and Gold Triangle, the official publication of the Sorority, at the final banquet held September 1, 1960.

The convention was held August 28 - September 1, 1960, at the Sheraton Cadillac Hotel, Detroit, Michigan. Omicron Collegiate and Omicron Alumnae chapters, whose members are students or graduates of the Wayne State University, College of Pharmacy, were the hostess chapters. Lambda Kappa Sigma is composed of women pharmacists, educators, chemists and phar-

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macy students. One hundred and twenty-five delegates and members from all sections of the United States and Canada were in attendance at the convention.

Miss Elaine Evert, Epsilon Collegiate Chapter, Baltimore, Maryland was crowned "Miss Personality."

Four members from Baltimore were in attendance: Dr. B. Olive Cole, Miss Amelia C. DeDominicis, Miss Elaine Evert, and Mrs. Emma M. Frey.

THE LAMBDA KAPPA SIGMA INTERNATIONAL PHARMACEUTICAL SORORITY

A notable group, including the wife and daughter of the President of the American Pharmaceutical Association and the President of the Women's Auxiliary of the Association, were present at a breakfast on Wednesday morning, August 17, 1960 at the Sheraton-Park Hotel in Washington, during the Convention of the American Pharmaceutical Association. The group also included members of the Graduate and Undergraduate Chapters of the Sorority. The graduate members of the Sorority in Baltimore are especially grateful to Mr. Bernard F. Hendler, who sponsored the breakfast. The breakfast was an outstanding landmark in the social and financial progress of the Sorority.

NEW LUTREXIN

'LUTREXIN', the non-steroid, uterine relaxing hormone, will soon be offered in a *New* 3,000 unit tablet, at no increase in price over the old 2,000 unit tablet, which will no longer be available. 'LUTREXIN' has been used successfully for the past eight years in treating dysmenorrhea, premature labor, threatened and habitual abortion.

According to the manufacturer, Hynson, Westcott, & Dunning, Inc., Baltimore, Maryland, the introduction of the new tablet was instigated by reports from clinical investigators indicating highly successful results with larger doses of 'LUTREXIN'. Process improvement now enables them to offer the 3,000 unit tablet at no increase in price, which will permit convenient use of larger doses with better therapeutic results, at no increased or less cost to the patient.

Wholesale drug outlets will be notified of this change and the new tablets will become available for sale October 3, 1960. Any stocks of the old tablet remaining in trade channels or on customers' shelves on the above date will, naturally, be replaced by the manufacturer.

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1960 - 61

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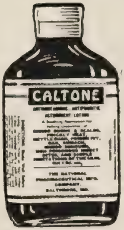

A Soothing LOTION

For Minor Skin Irritations

1 Doz. 4 oz. $3.50
2 Free With Each Doz.

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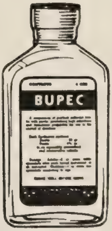

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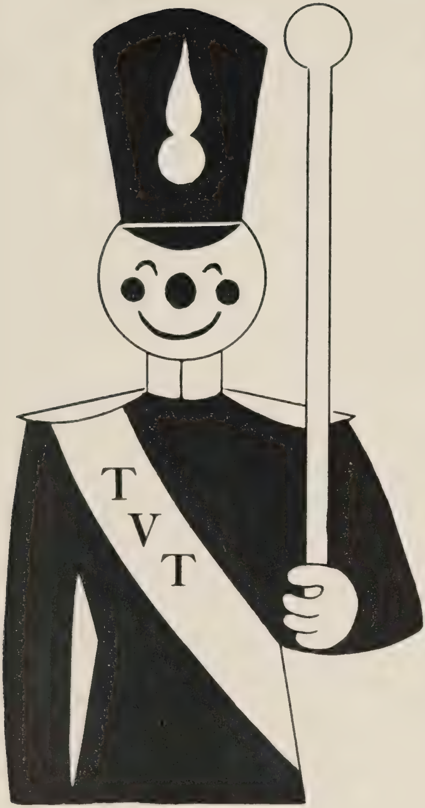

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Tie-in with the most successful toy promotion of all time! This sales-proven merchandising program is already doing wonders in hundreds of stores throughout the Baltimore metropolitan area.

You get exciting, eye-catching, point-of-sale pieces . . . your store name on television . . . personal plugs by such stars as Pop Pop, Jack Wells, Royal Parker, Nelson Baker and Buddy Dean!

Plus bonus sales boosters . . . monthly toy give-aways . . . bicycle give-aways . . . fabulous Disneyland trip contest . . . all tied-in with your store.

BOOST PROFITS NOW!

Be a TV-Time store to cash in on extra business.
Becoming a TV-Time store does not cost you one cent extra.

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I. L. TOY COMPANY
1023 EAST BALTIMORE ST.

RESOLUTIONS ADOPTED BY NATIONAL CONFERENCE OF STATE PHARMACEUTICAL ASSOCIATION SECRETARIES AT WASHINGTON, D.C. AUGUST 14, 1960

Secretary Cohen attended the Secretaries Conference and served as a member of the Resolutions Committee. He has been appointed by Conference President Cecil Stewart to serve on a committee to work with the N.A.R.D. and A.Ph.A. to coordinate the Federal Medical Aid Program between the states and the National Associations. This action implements the intent of Resolution No. 5 listed below.

Resolution No. 1

WHEREAS, the profession of Pharmacy must assure its rightful recognition and prestige as an equal member of the health team, and

WHEREAS, such recognition is becoming increasingly important in medical care service on all levels, and

WHEREAS, there are health care matters of mutual concern to all health professions, therefore

BE IT RESOLVED, that the National Association of Retail Druggists and the American Pharmaceutical Association take immediate action to revitalize the Joint Committee on Relations with the Health Professions, and

BE IT FURTHER RESOLVED, that a copy of this resolution be sent to the American Pharmaceutical Association and the National Association of Retail Druggists.

Resolution No. 2

WHEREAS, the American Pharmaceutical Association has over the past years been actively concerned with the serious problem of proper health care of the aged particularly, although not limited to, the utilization of prescription products by these individuals, and

WHEREAS, the A.Ph.A. has made every effort to keep each of the State Pharmaceutical Association Secretaries completely informed as to the happenings in this area by forwarding copies of legislative proposals, position statements, editorials and up-to-date analyses, and

WHEREAS, the problem is one of important consequence to the profession of Pharmacy and demands active professional participation of the national and state levels, and

WHEREAS, it is essential that in attending the White House Conference on Aging, the profession of Pharmacy record itself in a manner which will recognize the problems and needs of the aged segment of our population and provide a position which will give absolute consideration to Pharmacy as a profession, and

WHEREAS, it is essential that such a position for the profession be a unified one which would clearly spell out responsibilities and position of Pharmacy with respect to the situation,

BE IT RESOLVED, that the National Conference of State Pharmaceutical Association Secretaries thank the A. Ph. A. for its efforts in keeping its members informed and recommends that the A. Ph. A. through conference or correspondence with, and approval by, the National Conference of State Pharmaceutical Association Secretaries, draft a position paper to be presented to the White House Conference on Aging which would serve as the position of the profession of Pharmacy in America with respect to the problem of health care for the aged.

Resolution No. 3

WHEREAS, the retail pharmacist is the logical middle-man between the pharmaceutical manufacturer and the consumer, and

WHEREAS, the pharmaceutical manufacturer needs the professional services of the retail pharmacist in the distribution of his products to the consumer,

BE IT THEREFORE RESOLVED, that all ethical drug manufacturers re-evaluate their distribution policy in or-

"$4.80 for 10 little pills?"

For the moment, young Mrs. Brown has forgotten her Jimmy's serious illness and all the worry it has caused. She's remembering what she's heard about the "high cost" of drugs, and unpleasant thoughts are crossing her mind.

What Mrs. Brown is thinking is as important to you as it is to the people behind you that she never sees. Her misconceptions are damaging to us all.

When she presents you with an opportunity like this, won't you take a few minutes to set the record straight? You'll be rendering a valuable service to *all* those who develop, produce, distribute and dispense the little pills that help make the little Browns well.

Smith Kline & French Laboratories, Philadelphia

der to insure the normal procedures from manufacturer to retailer to consumer, and

BE IT FURTHER RESOLVED, that such disparities as have been pointed up in the dealings of some pharmaceutical manufacturers with individual retail pharmacists as compared with hospitals and clinics, be recognized as a serious threat to the structure of the entire profession, and

BE IT FURTHER RESOLVED, that the thinking and energy of every group in the profession of Pharmacy be solicited to fight against such policies and practices which are undermining the entire structure of manufacturer to retailer to consumer relationship.

Resolution No. 4

WHEREAS, the A.Ph.A. House of Delegates accepted the report of the Chairman of the House of Delegates relative to a "Crash Program" to study Prepaid Prescription Insurance, and

WHEREAS, such a study has not been undertaken under direction of the A.Ph.A. Council because of lack of sufficient finances, and

WHEREAS, each state association and its members would benefit from such a comprehensive study and development of a Prepaid Prescription Insurance program for pharmacy, for use within each state,

BE IT THEREFORE RESOLVED, that the National Conference of State Pharmaceutical Association Secretaries request that its members take whatever action is necessary to acquire authority from their administrative boards, to forward the sum of $500.00, or an amount commensorate with their financial situation, to the A.Ph.A. to conduct the necessary study and develop for state associations a Prepaid Prescription Insurance program.

Resolution No. 5

WHEREAS, this Conference of State Pharmaceutical Association Secretaries is sincerely concerned with the need for adequate medical care, and

WHEREAS, the use of prescribed medication is essential to good medical care, and

WHEREAS, the Federal Government is considering legislation to expand medical care to the aged and other groups,

THEREFORE BE IT RESOLVED, that definite provisions be written into all such legislation to provide the patient with free choice of community services for furnishing prescribed medications under all public medical care programs, and

BE IT FURTHER RESOLVED, that a copy of this resolution be furnished to the National Association of Retail Druggists and the American Pharmaceutical Association for immediate implementation, and

BE IT FURTHER RESOLVED, that a committee of five be appointed from this Conference to meet with representatives of the NARD and the A.Ph.A. to aid in this implementation.

GIVE

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WAY...

through your

UNITED FUND or

COMMUNITY CHEST

UNITED

help more people...

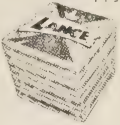
save more lives...

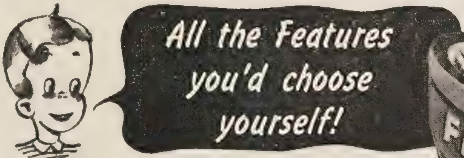
don't be caught short

People get **mad** when they can't buy their favorite tasty Lance snacks. So don't be caught short.
Let your Lance salesman help. He can stock your displays with enough of the right flavors to keep your customers happy.

LANCE

Charlotte, North Carolina

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FLARE-TOP
ICE CREAM CONES

TOPS with ice cream . . . TOPS in ice cream cones . . . you and your customers will "go" for Flavor-ized Flare-TOPS. If your regular wholesaler can't supply you, write or phone:

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PROTECTED QUALITY · DISTINCTIVE FLAVOR
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FAMOUS SUNDRY LINES

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ALLEGANY-GARRETT COUNTY PHARMACEUTICAL ASSOCIATION MEETING

The monthly meeting was held Wednesday evening September 7, 1960 at the Algonquin Hotel in Cumberland with eighteen members attending.

The Association was informed by Dean Noel E. Foss, University of Maryland, School of Pharmacy, that Walter McKee of Frostburg was awarded the Lichtenstein Scholarship again this year. He was the recipient of the award last year and maintained a B plus average. The Association agreed to try to assist any other deserving pharmacy students who were from Western Maryland and in need of assistance.

Mr. Al Fauss reported on the accomplishments of his committee which was helping to establish a Poison Control Center in Cumberland. The Center is located at the Sacred Heart Hospital. The committee was responsible for acquiring the necessary supplies. Several manufacturers donated drugs and the remaining portion ($110.30) was paid for by the Association. Mr. Fauss told us that arrangements were being made to publicize the Center thoroughly. It was suggested that it could be tied in with Pharmacy Week. Further plans will be brought up at the next meeting.

Mr. William A. Cooley pointed out that National Pharmacy Week is approaching and that everyone should work to make it a big success.

Mr. William A. Cooley also explained the Massachusetts Welfare prescription schedule and pointed out how much better it is than the Maryland setup. He volunteered to investigate the schedules of other states and try to have Maryland's improved.

President Linn Sheetz appointed the following committees for 1960-61.

Legislative Committee: Robert J. Martin, R.P.; William A. Cooley, R.P.

Attendance Committee: Arthur N. Spano, R.P.; Robert F. Tomsko, R.P.

SCHRAFFT'S®
CHOCOLATES

Feature the candy that creates quick turnover and repeat business. Profit by the ever-growing demand for Schrafft's—recognized by candy-lovers everywhere as supreme in quality and flavor.

It pays to promote Schrafft's Chocolates!

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Schrafft
Miniature Chocolates

A Special Flavor

CHOCOLATE NUT FUDGE ICE CREAM

Stripes of rich French chocolate ripple through creamy-smooth vanilla ice cream . . . and, for extra flavor exitement, there is a generous sprinkling of chopped English walnuts.

Delvale
ICE CREAM

Always good taste...

- Quality Flavors
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DELVALE DAIRIES, Inc.

2030 Harford Road • BElmont 5-1151

Fast Movers in your Cigar Department

Quality tobacco, competitive prices and smoker preference by a generation of Marylanders make these famous brands belong on display in your cigar department.

Uncle Willie Cigars • **Monument Square Cigars** • **Monument Square Filter Cigars**

For a new experience with quick moving, fresher and preferred cigars . . . in boxes and five packs, call today.

THE SCHAFER - PFAFF CIGAR COMPANY

630 S. WOLFE STREET — BALTIMORE

Executive Committee: Howard E. Cooper, R.P.; Joseph H. Eshleman, R.P.; James E. McMichael, R.P.; Clinton W. Englander, R.P.; William A. Cooley, R.P.

Pharmacy Week Committee: Robert Svec, Sr., R.P., Chairman; L. Patrick Dougherty, R.P.; Robert E. Brant, R.P.

Professional Relations Committee: William Sullivan, R.P.; Myron E. Blough, R.P.

Henry Glick one of this year's graduates of the University of Maryland was welcomed into the Association.

SUPEREXCELLENT N.A.R.D. CONVENTION ENTERTAINMENT

Retail druggists planning to attend the N.A.R.D. annual convention in Denver on October 23-27 can look forward to a schedule of entertainment perhaps unmatched at any previous convention of the N.A.R.D.

During the first night of the convention, Sunday, October 23, N.A.R.D. members will have the pleasure of relaxing to the music of Paul Whiteman's 50-piece orchestra in the Ball Room of the Denver Hilton Hotel. The sponsor will be Davis Brothers, Inc., wholesale drug firm which operates in Denver; Albuquerque, New Mexico; El Paso, Texas; and Missoula, Montana.

Monday night, October 24, an annual feature of the convention, the President's Reception and Ball, will be held. Tom Gardener's 12-piece orchestra will provide the music for this elaborate social affair. The sponsor will be A. H. Robins Co.

Then, Tuesday evening, October 25, the Ed Sullivan Show will be staged. It is entertainment of the highest class. Sullivan has assured the convention entertainment committee that he will bring along with him the finest array of talent. The Colgate-Palmolive Company will be the sponsor of the Ed Sullivan Show.

The entertainment for Wednesday evening, October 26, will be a rodeo of which the producers will be Beutler Brothers. This event will count in the national point standings of the Rodeo Cowboys' Association which will assure the participation of the top riders. Sponsors of this spectacular program will be Johnson and Johnson and E. R. Squibb & Sons.

On the final night of the convention, Thursday, October 27, a stellar show will be held at the Denver City Auditorium Theater. The details are to be announced as soon as all of the acts have been selected. You can be certain, however, that this event will be another headline event. Glenbrook Laboratories, a division of Sterling Drug Inc., will be a co-sponsor of the superdeluxe entertainment.

Also the women will again receive special attention. For instance, on Tuesday a six-hour train trip over the scenic Denver and Rio Grande Railway will take them through the famous Moffet Tunnel to Winter Park and on to Frazer, Colorado. It will be an unusual and enjoyable tour.

A box lunch will be served at the Winter Park Pavilion, and the women will hear a talk by Dr. Nolie Mumey, a noted authority on the history of Colorado. There will be pleasurable entertainment on the train also, according to the convention entertainment committee.

Wednesday noon the women will be guests at a luncheon in the Denver Hilton Hotel. Tentative plans call for prizes and entertainment with a theme derived from the pioneer West.

Again on Thursday, another luncheon has been arranged for the women. The details will be announced later.

Bus transportation between the hotels and the municipal auditorium, at six or seven minute intervals, will be available Monday through Thursday from 9 a.m. to 5 p.m. Bus service will be available also on Wednesday night for the rodeo.

The
Burrough Bros.
MANUFACTURING CO.

Quality
Pharmaceuticals
Since 1863

123 MARKET PLACE
BALTIMORE 2, MD.

go together

Delicious Austin varieties
just naturally go-with
all fountain drinks . . .
to increase your unit sale.
Boosts your volume, too,
because Austin quality
means faster turnover,
repeat business, more profit!

Austin's®
Peanut Butter Sandwiches
Cookies & Snack Varieties

Austin's
CHEESE PEANUT BUTTER SANDWICHES
Austin's
CHEESE PEANUT BUTTER SANDWICHES

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FEDERAL TRADE COMMISSION ON FALSE ADVERTISING

False advertising charges were announced by the Federal Trade Commission against National Drug Plan, Inc., 731 N. Capitol St., Washington, D.C., which sells drugs, prescriptions and pharmaceuticals to the public usually by mail.

The FTC's complaint against the company and its president, Aaron Abranson, alleges they do not sell only to "select Occupation Groups" but to everyone.

Also challenged is the claim that on prescriptions and vitamins participants save 25% to 50% from the price they would have to pay in their respective communities.

According to the complaint, purchasers of prescriptions cannot save any stated amount as costs differ in different localities depending upon the brand of drugs used and the amount added for professional services in compounding the prescriptions.

Purported savings on vitamins are based on fair trade prices, which are substantially higher than the amounts at which vitamins can be purchased in the many non-fair trade localities, the complaint alleges.

Contrary to other claims, the complaint states, the company does not operate on a volume basis, many prescriptions are not compounded by it but are purchased from others, the District of Columbia does not inspect pharmacies, and the company cannot fill all prescriptions since those containing narcotics cannot be sent through the mails.

Both the American Pharmaceutical Association and the National Association of Retail Druggists are to be commended for their alertness in bringing this matter to the attention of the Federal Trade Commission.

The action of the FTC should certainly give impetus to agencies on state and local levels to eliminate false advertising as it applies to drug and prescripition discounts.

NEW FDA MANUAL FOR PHARMACISTS

Some 2,000 pharmacists attending the 107th annual convention of the American Pharmaceutical Association heard two prominent speakers from the Federal Food and Drug Administration.

Leslie M. Baukin, Assistant to the Director of FDA's Division of Administrative Review of the Bureau of Enforcement, discussed the new labeling requirements established by the government agency for several types of drugs. The FDA's program on adverse drug reactions was outlined by Dr. William H. Kessenich, Medical Director of the FDA Bureau of Medicine.

Of special interest is the agency's new publication, "The Prescription Legend - An FDA Manual for Pharmacies," introductd to the A.Ph.A. convention. The manual refers to the legend, "Caution: Federal Law Prohibits Dispensing Without Prescription," which appears on the label of restricted drugs, and states, "To a pharmacist," these words on a drug package have a deep significance. They symbolize his responsibilities as a professional man. They identify drugs that are not safe for self-medication and that legally may be dispensed only on the prescription of a duly licensed practitioner. The licensed pharmacist is the legal custodian of such drugs."

Explaining the new labeling requirements in detail, the manual also includes these words: "A pharmacist is more than a purveyor of drugs—he is a member of the team of experts who have been scientifically trained to provide medical care to the people. As a consultant to the prescriber, and the custodian of drugs for the community, he is licensed by law to dispense them according to the prescriber's insructions and the requirements of law. If we did not have the pharmacist, it would be necessary to invent him."

FEATURE COKE WITH FOOD...

Coca-Cola
Coca-Cola
Coca-Cola

THEY DRINK IT MOST!

HERE'S ONE BEVERAGE THAT'S
ALWAYS A MONEY MAKER

ICE COLD
Drink Coca-Cola
HAVE A Coke
Refresh Yourself
SERVE Coca-Cola
REG. U.S. PAT. OFF.

Have a LARGE Coke

COCA-COLA AND COKE ARE REGISTERED TRADEMARKS

JUSTIN L. POWERS RETIRED OCTOBER 1

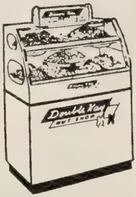
Dr. Justin L. Powers, Director of Revision of the *National Formulary* and editor of the *Scientific Edition of the Journal of American Pharmaceutical Association*, retired October 1, 1960, after many years of outstanding service to American pharmacy.

Dr. Powers selected that date to complete over twenty years with the American Pharmaceutical Association and to coincide with the date that the Eleventh Edition of the N.F. becomes official. The Council of the Association, meeting now in conjunction with the organization's annual convention, acted to approve Dr. Powers' request and took the occasion to commend him upon his innumerable contributions and achievements.

Born in Tekonoha, Michigan, on March 12, 1895, Dr. Powers received the Ph.D., B.S., and M.S. degrees from the University of Michigan College of Pharmacy, and the Ph.D. from the University of Wisconsin. After a long career which included faculty appointments at pharmacy schools at Washington State College, Oregon State College and the University of Michigan, Dr. Powers came to Washington in 1940 as Chairman of the Committee on the National Formulary. Soon afterwards he also assumed editorship of *Scientific Edition* of the Association's *Journal.*

A distinguished scientist, a competent educator and an able administrator, Dr. Powers has served upon numerous committees including advisory bodies of the U.S. Pharmacopeia, the National Research Council, and the World Health Organization. He has received a long list of awards including the 1959 Remington Medal. Dr. Powers holds membership in a great number of scientific and professional societies in this country and has been elected to honorary membership in many pharmaceutical organization abroad.

WORLD'S FINEST SALTED NUTS



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Double Kay
NUT SHOP
DEPARTMENT ®

The leading drug store owners in your state will tell you the Double Kay Nut Shop is producing more sales and profits than any item in the drug store occupying similar space.

IF —— you have a clean, first-class drug store, let us reserve a Nut Shop for you.

THE KELLING NUT CO.

2800 W. Belmont Ave. Chicago 18, Illinois

GOOD LIGHTING

Alameda Pharmacy highlights merchandise and creates a cheerful atmosphere with up-to-date illumination in its store at 5658 The Alameda. Eye-catching lighted signs call attention to the prescription counter and fountain-luncheonette. Wall shelves have separate illumination that sells the products there.

sets the scene for **MORE SALES**

GOOD LIGHTING has an essential place in the sales plan of successful pharmacies. It creates an attractive atmosphere where people like to linger and look around. It calls attention to specials and items that were forgotten when the shopping list was made. It invites impulse buying!

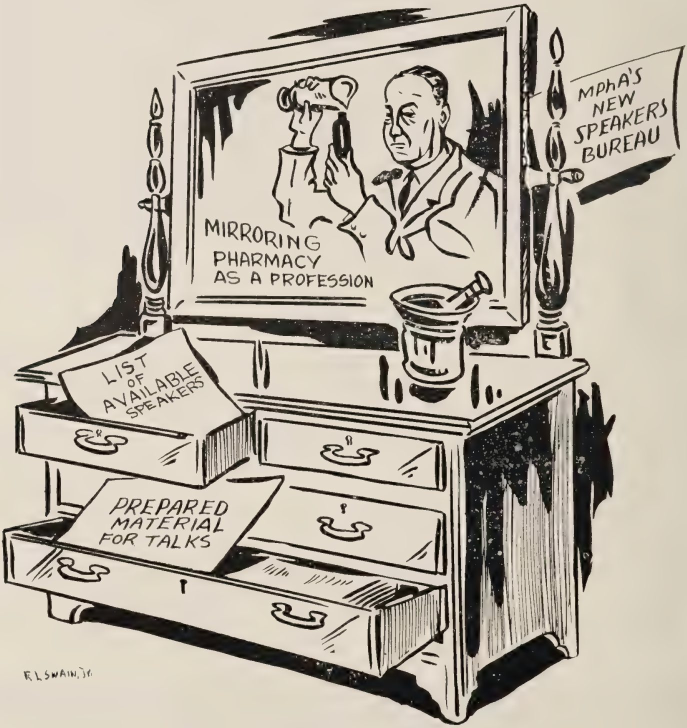
If you want your store to be more appealing—and more profitable—we'll be glad to have our lighting engineer make a FREE SURVEY and submit recommendations for "Lighting to Increase Your Business." There is no cost or obligation, of course. Just call LExington 9-8000, Extension 2128.

BALTIMORE GAS AND ELECTRIC CO.

DR. CWALINA RECEIVES PROMOTION

Dr. G. E. Cwalina, professor of pharmaceutical chemistry in the School of Pharmacy at Purdue University, has been named assistant dean of the school, it was announced by President Frederick L. Hovde of the University. Dr. Cwalina, who has been in charge of counseling and guidance which was started some years ago by Dean Glenn L. Jenkins, will devote most of his time to this field of work expanding it under the five-year pharmacy course which becomes operative this coming semester. Dean Jenkins said that Dr. Cwalina also will counsel with applicants to the school and help as well as advise old students on necessary changes in courses and the selection of the new courses under the five-year program which takes the place of the regular four-year course which has been in effect for many years.

The new assistant dean, who is a native of Maryland, holds a bachelor of science degree from the University of Maryland, obtained in 1931, his master's degree in 1933, and doctorate there in 1937. He taught organic and medical chemistry while doing graduate work at Maryland, and then spent five years, 1937-42, at Creighton University in Omaha. Cwalina was in the Army from


MphA'S NEW SPEAKERS BUREAU
MIRRORING PHARMACY AS A PROFESSION
LIST OF AVAILABLE SPEAKERS
PREPARED MATERIAL FOR TALKS
R L SWAIN, Jr.

MADE TO ORDER FOR YOUR OWN USE.

1942-1946, attaining the rank of Major by the time of his discharge and he now holds the rank of Lieutenant Colonel in the Reserve Corps. He came to Purdue in 1946 as associate professor and was advanced to the rank of full professor in 1954.

1960 REMINGTON'S PRACTICE OF PHARMACY TO BE READY IN OCTOBER

The new revised and enlarged 1960 **Remington's Practice of Pharmacy, to** be off the press in October, is a reference book no pharmacist in professional practice or pharmaceutical manufacturing should be without, and a textbook every pharmacy student needs. Here, for the first time, is a book which not only groups all drugs according to their therapeutic use but also classifies them in chemical categories. Never has it been so easy for anyone working in the health fields to find the latest drug information.

The 100 chapters were written by outstanding authorities in each field. The book describes practically every important drug and chemical used today in medicine and pharmacy. It is a comprehensive commentary on the drugs in the U.S.P. XVI, the N.F. XI, the latest **British Pharmacopoeia, New and Nonofficial Drugs,** the **International Pharmacopoeias,** and other recent compendia.

Eleven new chapters have been added, including such new subjects as Complexation, Sustained Action Medication, Aerosols, and Radiopharmacy (its general principles, medical applications and industrial applications). In addition, there are invaluable sections on research, laws governing pharmacy, analytical pharmacy, hospital pharmacy, veterinary service, pharmacy administration, plus hundreds of ideas and practical helps on how to build a successful prescription department.

The book is a masterpiece of indexing and cross-indexing, with some 40,000 entries. Without question the new 1960 Remington is the most comprehensive and authoritative reference and textbook ever published on the chemical, biological and physical aspects of all official and important unofficial pharmaceuticals. It is a "must" for the busy pharmacist in retail and hospital practice as well as for the student.

Edited by Eric W. Martin, E. Fullerton Cook, E. E. Leuallen, Arthur Osol, Linwood F. Tice, and C. T. Van Meter, with the collaboration of over 200 associates, Mack Publishing Company, Easton, Pennsylvania. $20.00. After December 31, 1960, $22.50.

AMERICAN FOUNDATION FOR PHARMACEUTICAL EDUCATION

The American Foundation for Pharmaceutical Education has distributed $23,300 in 1960-61 undergraduate scholarship funds to 60 colleges of pharmacy, Dr. W. Paul Briggs, Executive Director of AFPE, announced. AFPE scholarships are awarded by the colleges to outstanding junior and senior pharmacy students in need of financial assistance.

Over 2,000 practicing pharmacists received AFPE scholarship awards during their college years.

75 outstanding scholars hold AFPE Graduate Fellowships for 1960-61. These awards at 26 colleges and universities total $133,000 for the current academic year.

The Foundation has already supported 496 Fellows in Ph.D. studies. 192 of these AFPE Fellows are now teaching in 71 colleges of pharmacy. Others are engaged in various professional services and in research and development activities throughout the government and drug industry.

The Foundation is continuing its direct activities to increase college of pharmacy enrollments and is providing substantial funds in support of student recruitment films and programs.

The American Foundation for Pharmaceutical Education has been supported since 1942 by the leading companies of the manufacturing, drug, pharmaceutical, proprietary, chemical, surgical dressing, prescripition accessory, container and related industries; the wholesale drug trade, chain drug stores; individuals, the pharmaceutical press, advertising and associated industries; and the producers of commodities usually supplied through pharmacies.

In sorrow the thoughts of your friends blends with yours.

FERDINAND L. ULMAN

It is with sadness we note the passing of Ferdinand Long Ulman on August 22nd at the age of 83. Dr. Ulman died suddenly in Cambridge.

He will be remembered by many as former head pharmacist for the Read Drug and Chemical Company. Dr. Ulman graduated from the Maryland College of Pharmacy in 1897 at the top of his class. He operated a drugstore in the old Caswell Hotel (now Lord Baltimore) before joining Reads.

He was a member of the Baltimore Veteran Druggists, rarely missing a meeting.

ISADORE F. KARTMAN

It is with regret we announce the death of Isadore F. Kartman, president of the Lord Baltimore Candy and Tobacco Company, on August 28th.

Mr. Kartman was active in local and national wholesale tobacco and candy trade associations. He also took an active interest in civic and religious organizations. He was a member of the Arex Club.

We extend our heartfelt sympathy to Mrs. Kartman and his two sons, Donald and Robert Kartman.

EDWARD J. LEVIE

It is with sorrow we record the recent demise of Edward Joseph Levie.

Mr. Levie, a graduate of Tulane in 1902, made his home in Baltimore since 1927.

Until two years ago, Mr. Levie was employed by Kelly's Pharmacy in Baltimore, retiring after ten years of service at the age of 76.

We extend our condolences to his survivors.

Important You Attend

FALL REGIONAL MEETING

Of The

Maryland Pharmaceutical Association

Peter Pan Inn, Urbana, Maryland

Thursday, October 20, 1960

—Guest Speaker—

JOSEPH S. KAUFMAN

Assistant Attorney General of Maryland

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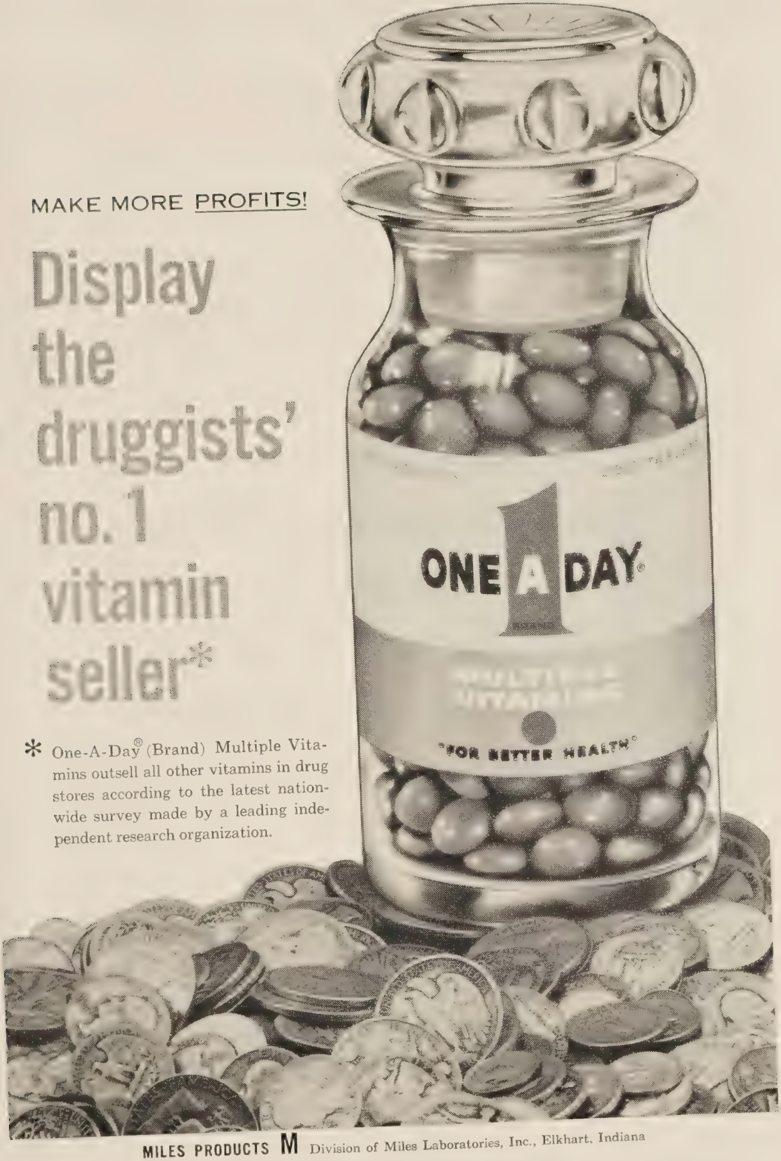
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THANTIS combats infection by the action of Merodicein®, a long lasting antiseptic.

Display THANTIS Lozenges at point-of-sale *for rapid movement.*

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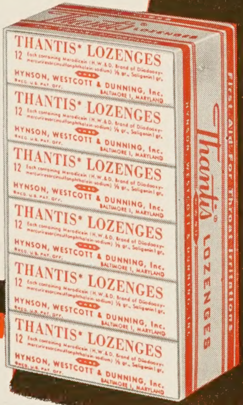
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Old-fashioned quality combined with new-fashioned methods is the invariable rule at Hendlers.

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